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# PACIFIC PORTS

*A Magazine Indispensable to Foreign Traders*



## U. S. Trade Council Campaigns For Transpacific Commerce

By W. B. HENDERSON



VOL. 3  
NO. 2

PACIFIC PORTS, INC.

June 1920

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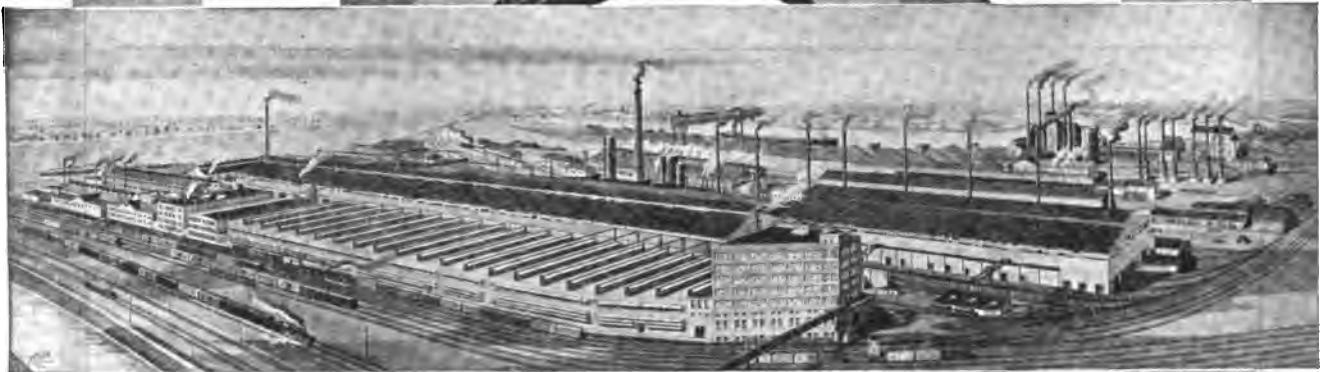
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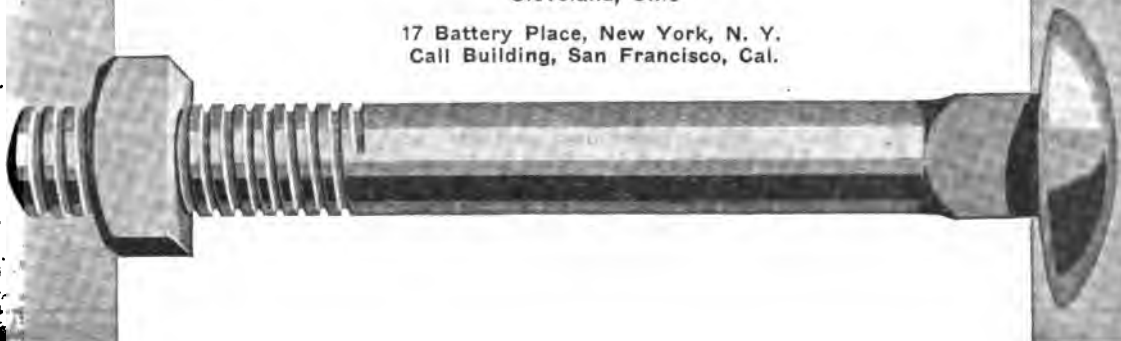
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U. S. A.

Volume 3  
Number 2

## Clippings From the Contents

**A**BOUT 75 per cent of all the rubber consumed in the United States is used for automobile tires. The total value of tire production in the United States is now placed at \$450,000,000, while a recent estimate of the world production was \$600,000,000 per annum. The value of rubber exports to the United States has increased from \$7,000,000 in 1909 to about \$50,000,000 in 1919.—In "Presenting Nerve Centers of U. S. Industry to Overseas Traders."

**A**MERICAN trade observers report that the time is ripe for the extension of United States commerce to the islands of the South Seas in an intensive way. The South Seas are gaining widespread attention and the development of the islands is undoubtedly near at hand. Japan is showing keen interest in the islands.—R. A. Alberts in "Pago-Pago—America's Port in the South Sea Islands."

**B**UT what if gold production ceases entirely in the United States and elsewhere, and the export of available supplies of gold continues, together with the increasing consumption of the metal in the trades and arts? Is the foundation of international credits to be shaken with dire consequences?"—R. S. Willis in "Just How Important is the Gold That Forms Credit Structure?"

**I**F enforcement of the provisions of the Seamen's Act should result in tying up a number of vessels, it is considered

likely that the required percentage will be reduced, as otherwise the Government's own ships would be the chief sufferers. They form the vast bulk of the country's merchant marine.—William Campbell, in "Shipping on the Pacific."

**I**T seems reasonable to conclude that the Webb Act is intended to extract the poison from the term 'big business' in the export trade and to serve notice upon the country that the export trade is 'big business' and not to be condemned because it is so.—Robert C. Saunders in "Legal Aids to Navigation of Foreign Trade Channels."

**N**UMEROUS cases could be cited wherein the United States has been made a dumping ground for some products entering into competition with our domestic output, when at the same time the hands of our manufacturers and producers were tied as to any retaliatory measures by our present tariff laws.—W. B. Henderson in "U. S. Foreign Trade Council Campaigns for Greater International Commerce."

**T**HE need for a greatly increased volume of American shipments to China is, of course, self-evident, and here we are distinctly hopeful that, with the great consuming markets of Europe on the point of 'laying off,' perhaps for a considerable time, our commercial interests will turn their attention more and more toward transpacific

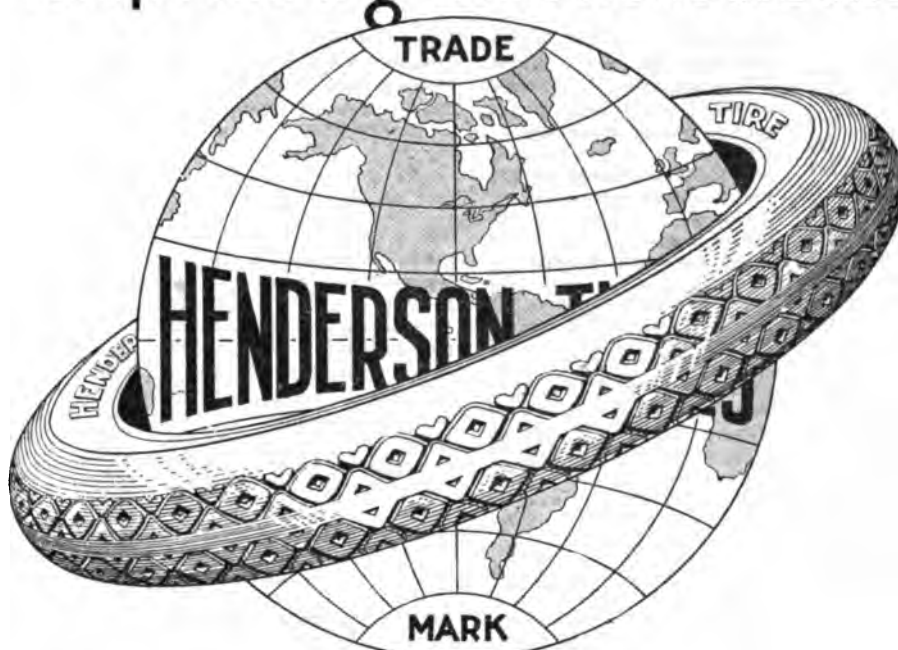
markets with their teeming millions.—Fred G. Lunge in "Silver and the United States Trade Debt to China."

**T**HE average American citizen is not demonstrative as is the case with citizens of certain nations. Neither is he coldly hostile as is the case with citizens of some other nations. He usually has to be shown in detail all of the good qualities of the article he is expected to purchase, and it is frequently necessary to also show him why he should purchase the article.—Joseph McElroy, 3rd, in "How Overseas Traders Can Market Their Products in America."

**T**HERE are exporters who, while admitting the lure and prestige in all markets of the word 'imported,' take the view that this prestige can be capitalized only when a country or a district is famous as the seat of production for the commodity that is being exploited.—Waldon Fawcett, in "Why Goods in International Commerce Should Show their Colors."

**W**HEN it is considered that about 10,000,000 feet of positive film are consumed every week in the United States and that many countries of the Far East, Africa and elsewhere in the world, with millions of people to cater to, there are no motion picture houses whatever, the possibilities of the future of this industry can be quickly sensed.—Roy Alden in "American Motion Picture Industry on Eve of Tremendous Expansion."

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Palm Beach Mills Goodall Worsted Co., Sanford, Maine  
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Parsons Hardware Co., Manila  
Pearson Export Corp., New York

Pedlar People, Oshawa, Canada  
Pilling & Weir, Manila

Pringle & Co., W. M., New York  
Rawles Co., Jas. D., Boston

Robertson, Morris & Co., Vancouver  
Rockhill & Victor, New York

Rosebud Mfg. Co., New York  
Rose & La Flamme, Montreal

Russell & Co., H. M., Brisbane, Australia  
Saari-Tully Lumber Co., Portland

Seaboard Export & Import Co., Seattle  
Sealy, Thomas, New York

Seattle Far East Trading Co., Seattle  
Seattle Foreign Trading Co., Seattle

Sherman Bros. Co., Chicago  
Sicher & Co., D. E., New York

Silva-Netto Co., Hongkong  
Sington & Co., Hongkong

Smith, C. Henry, San Francisco  
Smith-Worthington Co., New York

Snodhom Dairy Products Co., Seattle  
South China Produce Co., Hongkong

Stephens & Co., H., Hongkong  
Stevens Grease & Oil Co., New York

Stewart-Bowne Co., New York  
Sturtevant Co., B. F., Boston

Thomas Engineering Works, Portland  
Tiebout, W. & J., New York

Vancouver Milling & Grain Co., Vancouver  
Vancouver Shipyards, Vancouver

Vaughan Paint Co., Cleveland  
Vero Trading Co., New York

Voorhees, Joseph P., New York  
Voss General Export Corp., New York

Wade & Co., R. M., Inc., Portland  
Ward & Co., W. A., Vancouver

Watson Corp., Dabney H., San Francisco  
Whitton Hardware Co., Seattle

Wilcken-Schenck Co., Seattle  
Williams, Arnold & Co., New York

Worley-Martin Co., San Francisco  
Young Bros. Trading Co., Chungking

Young & Tyle, Hongkong

**Fans**

Sturtevant Co., B. F., Boston

**Feed Water Heaters**

Wheeler Condenser & Eng. Co., Carteret, N. J.

**Finance**

Macaulay & Nicolls, Vancouver

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MONEYS  
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**Fish**  
Blowers & Co., S. G., Seattle  
Gosse-Miller Packing Co., Vancouver  
Merchants Export Corp., New York  
O'Loane, Kiely & Co., Vancouver  
Vancouver Island Fish & Cold Storage Co., Vancouver  
Ward & Co., W. A., Vancouver

**Flavoring Extracts**  
Vero Trading Co., New York

**Floating Exposition**  
First American Foreign Trade  
Floating Exposition, Seattle

**Flour**  
Fisher Flouring Mills., Seattle  
Parnell, E. G., Vancouver  
Vancouver Milling & Grain Co., Vancouver

**Food Drinks**  
Vero Trading Co., New York

**Food Products**  
Alton International Industries, New York  
Blowers & Co., S. G., Seattle  
O'Loane, Kiely & Co., Vancouver

**Forgings**  
Morse Dry Dock & Repair Co., Brooklyn

**Fountain Pens**  
Eberhard & Co., Geo. F., San Francisco

**Freight Contractors and Forwarding Agents**  
Baker-Miller Shipping Co., New York  
Cottrell, G. H., Vancouver  
Dow Co., Frank P., Seattle  
Jordan Co., Seattle  
Kurz & Co., Inc., Chas., Philadelphia  
MacLeod, C. W., Vancouver  
McTavish Bros., Victoria  
North Pacific Trading Co., Seattle  
Turnbull Bros., Vancouver  
Waterhouse & Co., Frank, Seattle  
Wells Shipping Co., New York  
Williams Storage Co., Winnipeg

**Fruit Growers' Brokers**  
Blowers & Co., S. G., Seattle

**Fuel Manufacturers**  
Continental Oakal Corp., Toronto

**Furnace Bridge Walls**  
Pacific States Rubber Co., Portland  
Wager Furnace Bridge Wall Co., New York

**Furn**  
Bowring & Co., New York

**Garters, Armbands and Suspenders**  
Crescent Garter Co., New York

**Glass**  
Marx, Michael, New York

**Gloves**  
Acme Glove Works, Montreal

**Grease**  
Canfield Oil Co., Cleveland  
Merchants Export Corp., New York  
Stevens Grease & Oil Co., New York

**Grocery Brokers**  
Little Bros., Ltd., Vancouver  
Nicholson-Rankin, Winnipeg

**Gums**  
Bowring & Co., New York  
Klipstein Co., A., New York  
Lathrop Co., H. R., New York

**Hardware**  
Beckley-Ralston Co., Chicago  
Bowring & Co., New York  
British Chinese Trading Co., Hongkong  
De Poli, U., Manila  
de Sherbinin & Co., A. G., New York  
Hastings, Hodge & Co., Hongkong  
Madrigal & Co., Manila  
Marden, Orth & Hastings Co., New York  
Merchants Export Corp., New York  
O'Connor-Harrison & Co., Manila  
Pacific Coast Steel Co., San Francisco  
Pacific Commercial Co., Manila  
Parsons Hardware Co., Manila  
Pilling & Weir, Manila  
Schwabacher Hardware Co., Seattle  
Seaboard Export & Import Co., Seattle  
Steel Hoop & Heavy Hardware Co., New York  
Whitton Hardware Co., Seattle

**Health Food**  
Vero Trading Co., Inc., New York

**Hemp**  
Bowring & Co., New York

**Herring**  
Vancouver Island Fish & Cold Storage Co., Vancouver

**Hides and Skins**  
Robertson, Morris & Co., Vancouver  
Young Bros. Trading Co., Chungking

**Hoists**  
Brown Hoisting Machinery Co  
Cleveland  
United Iron Works, Kansas City, Mo.

**Hosiery**  
Hawthorn Mills, Ltd., Carleton Place, Canada  
Joseph-Louis & Co., New York  
Voorhees, Joseph P., New York

**Hotels**  
Bowman Hotel Corp., New York  
Glencoe Lodge, Vancouver  
Statler, Hotels, New York, Cleveland, Buffalo, Detroit, St. Louis  
Westholme, Hotel, Victoria

**Indian Products**  
Blair & Co., Creighton, Vancouver

**Insurance**  
Aetna Insurance Co., San Francisco  
American Foreign Insurance Assn., Yokohama  
Dale & Co., Vancouver  
Insurance Co. of North America, Philadelphia  
Union Ins. Society of Canton, Vancouver  
Waterhouse & Co., Frank, Seattle  
Wells Shipping Co., New York  
Willcox, Peck & Hughes, New York

**Iron and Steel**  
Alton International Industries, New York  
American Finance & Commerce Co., San Francisco  
American Iron Products Co., New York  
American Steel Export Co., New York  
Andersen & Co., A. O., San Francisco  
Anderson & Co., Chas. A., New York  
Bowring & Co., New York  
British Mfrs. Corp., Vancouver  
Buck & Stoddard, San Francisco  
Callan, A. C., Portland  
Cleary, Wallace & Co., Seattle  
Commercial Products Corp., Portland  
Cox-White Co., Seattle  
De Poli, U., Manila  
de Sherbinin & Co., A. G., New York  
Dingwall Cotts & Co., Vancouver  
Hammond Iron Works, Warren, Pa.  
Inter-Republic & Foreign Corp., New York  
Jones & Co., S. L., San Francisco  
Marden, Orth & Hastings Co., New York

**Mitsubishi Goshi Kaisha, New York**  
Nash & Watjen, Ltd., New York  
Northwest Trading Co., Seattle  
Pacific Coast Steel Co., Seattle  
Pilling & Weir, Manila  
Rockhill & Victor, New York  
Schwabacher Hardware Co., Seattle  
Seattle Far East Trading Co., Seattle  
Sington & Co., Hongkong  
Upson Nut Co., Cleveland  
Vancouver Milling & Grain Co., Vancouver  
Wallace Shipyards, Vancouver  
Whitton Hardware Co., Seattle  
Willamette Iron & Steel Works, Portland  
Williams, Arnold & Co., New York

**Iron and Wood Workers**  
B. C. Marine, Vancouver

**Jam Manufacturers**  
Hamsterley Farm Jam Co., Victoria

**Jewelry**  
Alkan & Co., Henry, New York

**Jobbers**  
Brilliantone Steel Needle Co., New York  
Seaboard Export & Import Co., Seattle  
Seattle Foreign Trading Co., Seattle

**Kapok**  
Andersen & Co., A. O., San Francisco  
Pilling & Weir, Manila

**Keyless Padlocks**  
American Minute Photo Co., Chicago

**Laboratory Apparatus**  
Braun-Knecht-Heimann-Co., San Francisco

**Lard**  
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Dodwell & Co., Hongkong  
Gordon, Ironside & Fares, Winnipeg

**Leather**  
Baker & Kimball, Boston  
Henwood & Nowak Co., Inc., Boston  
Mutual Leather Corp., Boston  
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Standard Kid Mfg. Co., Boston  
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FOR the purpose of financing shipments, we establish credits here or in the Far East for importers and exporters in either continent.

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CAPITAL \$4,000,000

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### The Foreign Department

of this Bank, under direction of Mr. A. L. Deak, offers its services to exporters and importers, and supplies information on all phases of Foreign Trade.

It discounts acceptances drawn against imports and exports; purchases documentary and clean bills of exchange; opens Export Credits for accounts of Importers abroad; opens Import Credits for accounts of Importers in this country.

## LADD & TILTON BANK

Established 1859

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Reserve Fund - - - \$7,000,000

This Bank has formed an affiliation with The British Overseas Bank, Limited; of London, England, which embraces a group of British and Colonial Banks having combined assets of over \$900,000,000.

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Goes Lithographing Co., Chicago

**Lithographed Advertising****Novelties**

Goes Lithographing Co., Chicago

**Locomotives**

Baldwin Locomotive Works,

Philadelphia

Callan, A. C., Portland

**Logging Equipment**

Callan, A. C., Portland

Willamette Iron & Steel Works,  
Portland

**Lumber**

Andersen & Co., A. O., San Francisco

Associated Timber Exporters of  
British Columbia, Vancouver  
Belcom-Canal Lumber Co., Seattle

Carstens & Earles, Seattle

Cleary, Wallace & Co., Seattle

Dingwall Cotts & Co., Vancouver

Fitzpatrick, E. O., Tacoma

Lumber Products, Sapperton, B.O.

Newbegin Lumber Co., Tacoma

Northwest Trading Co., Seattle

Pacific International Co., Portland

Saari-Tully Lumber Co., Portland

Seattle Foreign Trading Co., Seattle

Sullivan Lumber Co., Portland

Vancouver Milling & Grain Co., Vancouver

Wilson Lumber Co., Robt., Seattle

**Macaroni**

Blowers & Co., S. G., Seattle

Hing Wah Paste Mfg. Co., Hongkong

**Machinery**

Alton International Industries,  
New York

American Machine & Foundry Co.,  
Brooklyn

Bowring & Co., New York

British Mfrs. Corp., Vancouver

Brown Holsting Machinery Co.,  
Cleveland

Brown & Co., Rogers, Seattle

Huck & Stoddard, San Francisco

Callan, A. C., Portland

Cleary, Wallace & Co., Seattle

Collins-Ferguson Co., Seattle

Consolidated Steel Corp., New  
York

de Sherbinin & Co., A. G., New  
York

Export Trading Corp., New York

Fenner, Ross & Brown, Seattle

Fialla & Eppler, Inc., New York

Hall Co., Lewis, San Francisco

Hallidie Co., Spokane

Markey Machinery Co., Seattle

National Trading Co., Hongkong

Parsons Hardware Co., Manila

Seattle Far East Trading Co.,  
Seattle

Standard Gas Engine Co., Oak-  
land

Union Iron Works, Spokane

United Iron Works Co., Kansas  
City, Mo.

Vancouver Milling & Grain Co.,  
Vancouver

Vickers, Ltd., London

Victoria Machinery Depot Co.,  
Victoria

Vulcan Mfg. Co., Seattle

Washington Machinery & Equip-  
ment Co., Seattle

Wheeler Condenser & Eng. Co.,  
Carteret, N. J.

Whinery, S. R., New York

Worthington Pump & Machinery  
Corp., New York

Yoss General Export Corp., New  
York

**Manufacturers and Manu-**

facturers Agents

Albion Mfg. Co., Seattle

Alkan & Co., Henry, New York

Almarin Co., New York

Auto Leather Mfg. Co., Arlington,  
N. J.

Blair & Co., Creighton, Vancou-  
ver

Blowers & Co., S. G., Seattle

Budge Carbon Paper Co., Inc.,  
Montreal

Campbell, Barnes, Ltd., Vancou-  
ver

Canadian Converters' Co., Mon-  
treal

Chan Yue Teng, Hongkong

Cleary, Wallace & Co., Seattle

Coghlin Co., B. J., Montreal

Colt-Cromwell Co., New York

Columbia Belt Hook Co., St.  
Louis

Columbia Fastener Co., Chicago

Consumers Products Corp., Bos-  
ton

Crescent Mfg. Co., Seattle

Dominion Refractories Co., Ltd.,  
Montreal

Dyer Co., G. H., Cambridge,  
Mass.

Escoff Co., W. H., Winnipeg

Fenner, Ross & Brown, Seattle

Fialla & Eppler, Inc., New York

Frigid Engineering Corp., Van-  
couver, Wash.

Furuya Co., M., Seattle

Gillette Safety Razor Co., Ltd.,  
Montreal

Globe Furnishing & Export Co.,  
Hongkong

Hallidie Co., Spokane

Hawthorn Mills, Ltd., Carleton  
Place, Ont.

Helvetia Knitting Mills, New  
York

Hing Wah Paste Mfg. Co., Hong-  
kong

Hotat & Co., L., Hongkong

Inter-Republic & Foreign Corp.,  
New York

Kee Lox Mfg. Co., New York

Kirk-Latty Mfg. Co., Cleveland

Lebeau & Co., Hongkong

Lesher, Whitman & Co., Inc.,  
New York

Lino Paint Co., Cleveland

Lowres Co., G. J., Newark, N. J.

Macpherson, Fenstamaker, White-  
house Co., Seattle

Man Hing Cheung & Co., Hong-  
kong

Manitoba Gypsum Co., Winnipeg

Marden, Orth & Hastings Co.,  
New York

Martin-Senour Co., Vancouver

National Refining Corp., Cleve-  
land

Neben Mfg. Co., New York

O'Brien, Arthur P., New York

Olsen & Co., Walter E., Manila

O'Meara Co., Maurice, New York

Oregon Brass Works, Portland

Pacific Box Co., Tacoma

Pacific Coast Steel Co., Seattle

Pacific Lime Co., Vancouver

Pacific Mills, Lawrence, Mass.

Pacific Ocean Trading Co., Se-  
attle

Palm Beach Mills Goodall Wor-  
sted Co., Sanford, Maine

Parker Co., Charles, New York

Parmenter & Bulloch Co., Ltd.,  
Gananoque, Ont.

Pearson Export Corp., New York

Portland Bolt & Mfg. Co., Port-  
land

Portland Rubber Mills, Portland

Pringle & Co., W. M., New York

Rawles Co., Jas. D., Boston

Russell & Co., H. M., Brisbane

Seaboard Export & Import Co.,  
Seattle

Seattle Foreign Trading Co., Se-  
attle

Skinner Co., Ltd., Gananoque,  
Ont.

Smith Paper Mills, Ltd., Howard,  
Montreal

Smith-Worthington Co., New  
York

Sunde & d'Evers, Co., Seattle

Triangle Co., of Canada, Van-  
couver

Trimont Mfg. Co., Roxbury,  
Mass.

U. S. Alkali Export Association,  
New York

U. S. Food Product Co., Seattle

Vaughan Paint Co., Cleveland

Vero Trading Co., New York

Voorhees, Joseph P., New York

Vulcan Mfg. Co., Seattle

Wade & Co., R. M., Portland

Watson Corp., Dabney H., San  
Francisco

Weinstein, Louis & Bro., New  
York

Young & Tyle, Hongkong

Yuba Mfg. Co., San Francisco

**Marine Boilers**

Morse Dry Dock & Repair Co.,  
Brooklyn

Willamette Iron & Steel Works,  
Portland

**Marine Engineers**

B. C. Marine, Vancouver

Hongkong & Whampoa Dock Co.,  
Hongkong

Morse Dry Dock & Repair Co.,  
Brooklyn

Wallace Shipyards, Ltd., Vancou-  
ver

Yarrows, Ltd., Victoria

**Marine Hardware**

Menge Marine Hardware & Sup-  
ply Co., New Orleans

**Marine Insurance Brokers**

Dale & Co., Vancouver

James & Co., Fred S., New York

**Marine Machinery**

Marine Iron Works, Chicago

Willamette Iron & Steel Works,  
Portland

**Marine Power Equipment**

Hallidie Co., Spokane

**Marine Railways**

Morse Dry Dock & Repair Co.,  
Brooklyn

**Marine Repairs**

Morse Dry Dock & Repair Co.,  
Brooklyn

Willamette Iron & Steel Works,  
Portland

**Marine Supplies**

Taylor & Arnold, Ltd., Montreal

**Meat Packers**

Burns & Co., P., Calgary

Gordon, Ironside & Fares, Winni-  
peg

**Meat and Provision Mer-  
chants**

Burns & Co., P., Calgary

**Meats**

Burns & Co., P., Calgary

Gordon, Ironside & Fares, Winni-  
peg

**Mechanical Rubber Goods**

Pacific States Rubber Co., Port-  
land

**Merchandise**

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cisco

Bowring & Co., New York

Brown & Co., Rogers, Seattle

China Coast Mercantile Co., New  
York

de Sherbinin & Co., A. G., New  
York

Fook Lee & Co., Hongkong

Joseph-Louis & Co., New York

Lathrop & Co., H. R., New York

Rosebud Mfg. Co., New York

Silva-Netto Co., Hongkong

**Merchandise Brokers**

Russell & Co., H. M., Brisbane

**Metal Hoisting**

Pedlar People, Ltd., Oshawa, Can.

**Metals and Minerals**

American Finance & Commerce  
Co., San Francisco

American Steel Export Co., New  
York

Anderson & Co., Chas. A., New  
York

de Sherbinin & Co., A. G., New  
York

Fook Lee & Co., Hongkong

Hope & Co., Henry, Hongkong

Katzenbach & Bullock, New York

Mitsubishi Goshi Kaisha, New  
York

New Process Metals Co., New  
York

Vancouver Milling & Grain Co.,  
Vancouver

**Milk**

Blowers & Co., S. G., Seattle

Dry Milk Co., New York

Snohomish Dairy Products Co.,  
Seattle

**Mill and Marine Supplies**

Pacific States Rubber Co., Port-  
land

Valqua Products Co., San Fran-  
cisco

Wager Furnace Bridge Wall Co.,  
New York

**Mining Supplies**

Mill & Mine Supply Co., Seattle

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Amalgamated Trading Co., San  
Francisco

Blowers & Co., S. G., Seattle

Bowring & Co., New York

Seattle Far East Trading Co.,  
Seattle

Vancouver Milling & Grain Co.,  
Vancouver

Wilcken-Schenck Co., Seattle

**Nuts**

American Iron Products Co., New  
York

Atlas Bolt & Screw Co., Cleve-  
land

Kirk-Latty Mfg. Co., Cleveland

Pacific Coast Forge Co., Seattle

Upson Nut Co., Cleveland

**Oil Burning Equipment**

Pacific States Rubber Co., Port-  
land

**Oils**

Andersen & Co., A. O., San Fran-  
cisco

Asiatic Trading Co., Hongkong

Barrios Co., Alberto, San Fran-  
cisco

Boone & Co., Chas. P., San Fran-  
cisco

Bowring & Co., New York

Brown & Co., Rogers, Seattle

Canfield Oil Co., Cleveland

China Commercial Co., Hongkong

De Sousa & Co., Hongkong

Gilmore Petroleum Co., Los An-  
geles

Hope & Co., Henry, Hongkong

Katzenbach & Bullock Co., New  
York

Klipstein & Co., A., New York

Madrigal & Co., Manila

Marden, Orth & Hastings Co.,  
New York

Seattle Foreign Trading Co., Se-  
attle

Stevens Grease & Oil Co., New  
York

Vancouver Milling & Grain Co.,  
Vancouver

Vero Trading Co., New York

**Oil Barrels**

Panama Cooperage Co., Portland

## FINANCIAL

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## AMERICAN EXPRESS COMPANY

### The Yokohama Specie Bank, Ltd.

Head Office  
**YOKOHAMA**  
Established 1890

Capital Authorized	Yen 100,000,000	(\$50,000,000)
Capital Paid Up	Yen 48,000,000	(\$24,000,000)
Surplus	Yen 28,000,000	(\$14,000,000)

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**The Yokohama Specie Bank, Limited**  
822 THIRD AVE., SEATTLE

### THE BANK OF NOVA SCOTIA

INCORPORATED 1832

Capital Paid-up	\$9,700,000
Reserve Fund	\$18,000,000
Total Assets	\$238,000,000

General Manager's Office

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312 Branches, covering Canada, Newfoundland and the West Indies, with offices in New York, Boston and Chicago and correspondents in all foreign countries.

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Lowres Co., G. J., Newark, N. J.

**Ores**

Brown & Co., Rogers, Seattle  
China Commercial Co., Hongkong  
land

**Oriental Products**

Andersen & Co., A. O., San Francisco  
Commercial Products Corp., Portland  
Fujita & Co., Vancouver  
Jordan Co., Seattle  
Nisson Trading Co., New York  
South China Produce Co., Hongkong

**Packings**

Albion Mfg. Co., Seattle  
Fleck Bros., Ltd., Vancouver  
Valqua Products Co., Oakland

**Paints, Oils and Varnishes**

Devoc & Reynolds Co., New York  
Du Pont de Nemours Export Co., E. I., New York  
Lino Paint Co., Cleveland  
New York  
Marden, Orth & Hastings Co., Martin-Senour Co., Vancouver  
Preservative Paint Co., Seattle  
Rasmussen & Co., Portland  
Vancouver Shipyard, Vancouver  
Vaughan Paint Co., Cleveland  
Vero Trading Co., New York

**Paper and Paper Products**

Albion Mfg. Co., Seattle  
American Paper Exports, Inc., New York  
Bowring & Co., New York  
Columbia Paper Co., Ltd., Vancouver  
Lathrop & Co., H. R., New York  
Neben Mfg. Co., New York  
O'Brien, Arthur P., New York  
O'Meara Co., Maurice, New York  
Parsons Trading Co., New York  
Pringle & Co., W. M., New York  
Smith, Davidson & Wright, Vancouver  
Smith Paper Mills, Ltd., Howard, Montreal  
Whalen Pulp & Paper Mills, Vancouver

**Perfume**

National Drug & Chemical Co., Montreal  
Vivaudou, New York

**Pharmaceutical Goods and Surgical Supplies**

Albany Chemical Co., New York  
Gismond & Co., Inc., James C., New York  
Huron Chemical Co., New York  
National Drug & Chemical Co., Montreal  
Vero Trading Co., New York

**Phonographs**

Lucky 18 Phonograph Co., New York

**Phonograph Needles**

Brilliantone Steel Needle Co., New York

**Photographic Material**

Albany Chemical Co., New York  
National Drug & Chemical Co., Montreal

**Piano Stools**

Parker Co., Chas., New York

**Pin Manufacturers**

Imperial Pin Co., Ltd., Montreal

**Pipe and Fittings**

Morse Dry Dock & Repair Co., Brooklyn  
Weissbaum Pipe Works, G., San Francisco  
Wheeler Condenser & Eng. Co., Carteret, N. J.

**Pipes, Wood**

Inland-Pacific Trading Co., Seattle

**Pistons**

Dyer Co., G. H., Cambridge, Mass.

**Plaster and Plaster of Paris Manufacturers**

Manitoba Gypsum Co., Winnipeg

**Portable Machinery**

Brown Portable & Conveying Machinery Co., New York

**Ports**

Port of Portland

**Potash**

Katzenbach & Bullock Co., New York

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Brett & Ker, Victoria

**Provisions**

Jones & Co., S. L., San Francisco

**Publications**

Annalist, The, New York  
PACIFIC PORTS, Seattle  
Sun, The, New York

**Pumps**

Whinery, S. B., New York  
Worthington Pump & Machinery Corp., New York

**Pumps, Centrifugal**

Wheeler Condenser & Eng. Co., Carteret, N. J.

**Purchasing Agents**

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**Puttees**

Colt-Cromwell Co., New York

**Quicksilver**

Braun-Knecht-Heimann-Co., San Francisco

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Kilbourne & Clark, Seattle

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Coghlin Co., B. J., Montreal  
de Sherbinin & Co., A. G., New York  
National Export & Import Co., Chicago  
Taylor & Arnold, Ltd., Montreal  
United Commercial Co., San Francisco

**Raw Materials**

Associated Mfrs. Importing Co., San Francisco  
Cox-White Co., Seattle  
Francesconi & Co., J. C., New York  
Jones & Co., S. L., San Francisco  
Katzenbach & Bullock Co., New York  
Kilpstein & Co., A., New York  
Lathrop & Co., H. R., New York  
Wilcken-Schenck Co., Seattle

**Real Estate**

Wilson Lumber Co., Robt. S., Seattle

**Refiners**

Gilmore Petroleum Co., Los Angeles

**Refrigerating Machinery**

Frigid Engineering Corp., Vancouver, Wash.  
York Manufacturing Co., York, Pa.

**Rice**

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Barrios Co., Alberto, San Francisco  
Coast Traders Co., Seattle  
Blowers & Co., S. G., Seattle  
Dodwell & Co., Ltd., Hongkong  
Fujita & Co., Vancouver  
Vancouver Milling & Grain Co., Vancouver

**Rice Millers**

Asahi Rice Mills, Vancouver

**Rivets**

Pacific Coast Forge Co., Seattle  
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

**Roofing**

Albion Mfg. Co., Seattle  
Pacific Roofing Co., Vancouver

**Rosin**

Braun-Knecht-Heimann-Co., San Francisco  
Katzenbach & Bullock Co., New York  
Sealy, Thos., New York

**Rubber**

American Finance & Commerce Co., San Francisco  
Andersen, A. O., San Francisco  
Braender Rubber & Tire Co., New York  
Mitsubishi Goshi Kaihsa, New York  
Pacific States Rubber Co., Portland  
Phyfe & Co., James W., New York  
Portland Rubber Mills, Portland

**Rubber Goods**

Foster Rubber Co., Boston  
Goodyear Tire & Rubber Co., Akron, Ohio  
O'Bannon Corp., New York  
Portland Rubber Goods, Portland  
Vickers, Ltd., London

**Rubber Heels**

Foster Rubber Co., Boston

**Rubber Stamps**

Houghton & Evans, Vancouver

**Safety Razors**

Eberhard & Co., Geo. F., San Francisco  
Gillette Safety Razor Co., Montreal

**Sail Makers & Riggers**

Broom, Geo., Seattle

**Salmon**

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Eagle Harbor Fisheries, Vancouver  
Goss-Millerd Packing Co., Seattle  
O'Loane, Kiely & Co., Vancouver  
Pacific International Co., Portland

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Jordan Co., Seattle

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Ashbury College, Ottawa

**Screws**

Atlas Bolt & Screw Co., Cleveland

**Rasmussen & Co.**  
**PAINT AND VARNISH MAKERS**  
PORTLAND, OREGON, U.S.A.

## FINANCIAL

# International Banking Corporation

CAPITAL AND SURPLUS: \$10,000,000

UNDIVIDED PROFITS: \$500,000

Owned by The National City Bank of New York

### HEAD OFFICE: NEW YORK

London Office, 36 Bishopsgate, E. C.

Lyons Office, 27 Place Tolozan

San Francisco Office, 232 Montgomery Street

### BRANCHES

CHINA: Canton, Hankow, Harbin, Hongkong, Peking, Shanghai, Tientsin, Tsingtao

INDIA: Bombay, Calcutta, Rangoon. JAPAN: Kobe, Yokohama

JAVA: Batavia, Sourabaya.

PHILIPPINE ISLANDS: Cebu, Manila. STRAITS SETTLEMENTS: Singapore

DOMINICAN REPUBLIC: Puerto Plata, San Pedro de Macoris, Sanchez, Santiago, Santo Domingo

PANAMA: Colon, Panama

### BRANCHES OF THE NATIONAL CITY BANK OF NEW YORK

ARGENTINA: Buenos Aires, Once (Buenos Aires), Rosario. BELGIUM: Antwerp, Brussels. BRAZIL: Bahia, Pernambuco, Porto Alegre, Rio de Janeiro, Santos, Sao Paulo. CHILE: Santiago, Valparaiso. COLOMBIA: Barranquilla, Bogota, Medellin. CUBA: Havana and 22 other cities in Cuba. ITALY: Genoa. PERU: Lima. PORTO RICO: Ponce, San Juan. RUSSIA: Moscow, Petrograd. SOUTH AFRICA: Cape Town. SPAIN: Barcelona, Madrid. TRINIDAD: Port of Spain. URUGUAY: Montevideo, Calle Rondeau (Montevideo). VENEZUELA: Caracas, Ciudad Bolivar, Maracaibo.



## Through Export Bills of Lading

The operation of through bills of lading is fully described in a circular mailed by our Foreign Trade Department upon request.

It tells how through bills of lading facilitate direct business between merchants abroad and manufacturers and exporters in the Chicago industrial district.

Correspondence solicited.

## CENTRAL TRUST COMPANY

of Illinois

125 W. Monroe St.

CHICAGO, U. S. A

Capital and Surplus \$7,000,000

## FORT DEARBORN NATIONAL BANK

EDWARD N. HEINZ Asst. Cashier and Mgr.  
Foreign Exchange Dept.

Chicago

Capital and Surplus \$4,000,000.00

U. S. Depositary

America stands foremost today in resources and possibilities for foreign trade expansion. American industry should avail itself of the wonderful opportunities. Our foreign department offers a highly specialized service in facilitating trade connections and credit investigations.

We invite inquiries.



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Boeing Airplane Co., Seattle

**Search Light**  
Brilliant Search Light Manufac-  
turing Co., Chicago

**Sectional Buildings**  
Shepard Co., Arthur B., Cleve-  
land

**Sewing Machines**  
New Home Sewing Machine Co.,  
Orange, Mass.

**Sheet Metal**  
Morse Dry Dock & Repair Co.,  
Brooklyn  
Pedlar People, Ltd., Oshawa,  
Canada

**Ship Brokers and Charter-  
ers**  
Andersen & Co., A. O., San Fran-  
cisco  
Bowring & Co., New York  
Griffin & Co., F., Seattle  
Johnson & Co., O. Gardner, Van-  
couver  
Steele Co., J. H. W., New Or-  
leans  
Vancouver Shipyard, Vancouver  
Waterhouse & Co., Frank, Seattle  
Wells Shipping Co., New York

**Shipbuilders and Equip-  
ment**  
American Steel Export Co., New  
York  
Coughlan & Sons, J., Vancouver  
Hongkong & Whampoa Dock Co.,  
Hongkong  
Mitsui & Co., San Francisco  
Pacific Machine Shop & Mfg. Co.,  
Seattle  
Simmie & Grilk, Manila  
Vancouver Shipyard, Vancouver  
Victoria Machinery Depot Co.,  
Victoria  
Vulcan Mfg. Co., Seattle  
Wallace Shipyards, Vancouver  
Yarrows, Ltd., Victoria

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Doud-MacFarlane Machinery Co.,  
Tacoma  
Schwabacher Hardware Co., Se-  
attle  
Seaboard Export & Import Co.,  
Seattle  
Tiebout, W. & J., New York  
Whiton Hardware Co., Seattle

**Ship Knees**  
Sullivan Lumber Co., Portland

**Shipping Agents**  
American Express Co., New York  
Botelho Bros., Hongkong  
Chau Yue Teng, Hongkong

**Crawford Storage & Distributing**  
Co., Vancouver  
Dingwall Cotts & Co., Vancouver  
Griffin & Co., F., Seattle  
Independent Steamship Corp.,  
New York  
Kurz & Co., Inc., Chas., Phila-  
delphia

**Shipping and Forwarding**  
Baker-Miller Shipping Co., New  
York  
Brown Forwarding & Export Co.,  
Brooklyn  
Cottrell, Ltd., G. H., Vancouver  
Garland Steamship Co., New York  
National Trading Co., Hongkong  
McTavish Bros., Victoria  
Mitsui & Co., San Francisco  
North Pacific Trading Co., Se-  
attle  
Overseas Corp., Ltd., Seattle  
Pearson Export Corp., New York  
Waterhouse & Co., Frank, Seattle  
Wells Shipping Co., New York

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cisco  
Chilberg Line, Seattle  
Independent Steamship Corp.,  
New York  
Poizat, J. M., Manila

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**Shirt Manufacturers**  
Canadian Converters Co., Ltd.,  
Montreal

**Silk Goods**  
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**Soap**  
Vero Trading Co., New York

**Soda Ash**  
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Francisco  
U. S. Alkali Export Association,  
New York

**Soft Drinks**  
McConnan-Smith, Ltd., Vancouver

**Spark Plugs**  
Oakes & Dow Co., Boston

**Spices**  
Andersen & Co., A. O., San Fran-  
cisco  
Nisson Trading Co., New York  
Phyfe & Co., James W., New  
York

**Spring**  
Coghlin Co., B. J., Montreal

**Sprinklers**  
Rockwood Sprinkler Co., Seattle

**Stationary Boilers**  
Willamette Iron & Steel Works,  
Portland

**Stationery**  
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North Pacific Bank Note Co., Se-  
attle  
Smith Paper Mills, Ltd., Howard,  
Montreal

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Dodwell & Co., Ltd., Hongkong  
Kurz & Co., Chas., Philadelphia  
New Zealand Shipping Co., Ltd.,  
Montreal  
Poizat, J. M., Manila  
Steele Co., J. H. W., New Or-  
leans  
Thorndyke-Trenholme Co., Se-  
attle

**Steamship Service**  
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New York  
Douglas Steamship Co., Ltd.,  
Hongkong  
Independent Steamship Corp.,  
New York  
Java-China-Japan Line Hongkong  
Osaka Shosen Kaisha, Tacoma  
Steele Co., J. H. W., New Or-  
leans

**Steel Belt Hook**  
Columbia Belt Hook Co., St.  
Louis

**Stencils**  
Houghton & Evans, Vancouver

**Stevedoring**  
Empire Stevedoring & Cont. Co.,  
Vancouver  
Hongkong & Kowloon Wharf &  
Godown Co., Hongkong  
Kurz & Co., Chas., Philadelphia  
Schlrmer Stevedoring Co., San  
Francisco  
Tal & Co., Jack A., Hongkong

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Brooklyn  
Cottrell, G. H., Vancouver  
Crawford Storage & Distributing  
Co., Vancouver  
Hongkong & Kowloon Wharf &  
Godown Co., Hongkong  
Perry Co., H. L., Winnipeg  
Poizat, J. M., Manila  
Williams Storage Co., Winnipeg

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Findlay Bros. Co., Ltd., Carle-  
ton Place, Ont.

**Sugar**  
Bowring & Co., New York

**Tanks**  
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Pa.

**Tanks, Wood**  
Byrne-Turner Co., Bellingham

**Tanning Material**  
Braun-Knecht-Heimann-Co., San  
Francisco  
Henwood & Nowak Co., Inc., Bos-  
ton  
Katzenbach & Bullock Co., New  
York  
Klipstein & Co., A., New York  
Marden, Orth & Hastings Co.,  
New York

**Tea**  
Dodwell & Co., Ltd., Hongkong

**Telegraph Codes**  
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Waterhouse & Co., Frank, Seattle

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Francisco  
Taylor Instrument Companies,  
Rochester

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Woods Mfg. Co., Ottawa

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Pacific Commercial Co., Manila

**Tires**  
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New York  
Fisk Rubber Co., New York  
Goodyear Tire & Rubber Co.,  
Akron, Ohio  
Henderson Tire Export Co., New  
York  
Pacific Iron & Metal Co., Seattle  
Rawles Co., Jas. D., Boston

**Tire Pumps**  
Holmes, Geo. L., New York

**Tobacco**  
American Tobacco Co., New York

**Toilet Articles**  
Maybell Laboratories, Chicago  
Vivaudou, New York  
West Electric Hair Curler Co.,  
Philadelphia

**Tools**  
Beckley-Ralston Co., Chicago  
Dyer Co., G. H., Cambridge,  
Mass.

**Tourist Bureau**  
New South Wales Government  
Tourist Bureau, Sydney

Address: "PACBOX"

Western Union and Lowry's Box Code

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MANUFACTURERS AND EXPORTERS OF

## BOX SHOOKS

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## International Business Department

of the

# BANK of ITALY

The First on the Pacific Coast

Has been organized for the purpose of aiding all who are interested in WORLD TRADE EXPANSION.

We furnish information concerning market conditions, credit standing, transportation costs and routing, customs requirements, duties, etc.

The Foreign Exchange Department, under the management of J. Allen Palmer, for years with the National City Bank of New York, in New York, Russia and Italy, is equipped to finance exports to, and imports from, any part of the globe along the line of up-to-date banking methods.

Both of these departments are under the supervision of John J. Arnold, a recognized authority on International Relations, who for many years was in charge of the foreign business of the First National Bank of Chicago.

Conferences and correspondence invited

## BANK of ITALY

Capital paid in ----- \$6,000,000.00

Resources, over ----- \$125,000,000.00

Head Office—San Francisco

24 Banking Offices in 18 California Cities.  
Correspondents Throughout the World.

Member Federal Reserve System

# International Trade

In the transaction of foreign business, knowledge and experience count for much. The experience gained by this Bank at its own offices in such centers of international trade as the following:

London, Eng.  
New York

Mexico City  
San Francisco

is available for extension of Canadian trade abroad. In addition it maintains a Foreign Department specially equipped to handle all foreign exchange transactions.

## THE CANADIAN BANK OF COMMERCE

495 Branches in Canada as well as in Portland, Ore., Seattle, Newfoundland and St Pierre et Miquelon

## The Merchants Bank

of Canada

HEAD OFFICE, MONTREAL

Established 1864

Paid-up Capital	- - - -	\$ 7,000,000
Reserve Funds	- - - -	7,574,043
Total Deposits (November 30, 1919)		167,000,000
Total Assets (November 30, 1919)		200,000,000

President: Sir H. Montagu Allan, C.V.O.

Vice-President: K. W. Blackwell

General Manager: D. C. Macarow

Supt. of Branches and Chief Inspector: T. E. Merrett

Branches at

Vancouver, New Westminster, Victoria  
And throughout Canada from Coast to Coast

Letters of Credit issued, available throughout the world.

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at Montreal furnishes, upon request, carefully prepared and reliable information upon Industrial, Labour and Export Conditions prevailing in Canada.

New York Agency: 63-65 Wall Street

London, England, Office,  
53 Cornhill,

J. B. Donnelly, D. S. O.  
Manager

# Banking for Export

Letters of Credit, Drafts, Cable Transfers and Travelers' Checks are only a few usual features of our unusual foreign service for organizations doing or seeking world-wide trade.



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NEW YORK

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Yuba Mfg. Co., San Francisco

**Trade-mark Bureau**  
Mida's Trademark Bureau, Ohl-  
cago

**Transpacific Passenger  
Service**  
Nippon Yusen Kaisha, Seattle

**Trucks**  
Moreland Motor Truck Co., Los  
Angeles

**Tubing**  
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Carteret, N. J.

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Vickers, Ltd., London

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York  
Sealy, Thos., New York

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Hammond Typewriter Co., New  
York  
Lincoln Typewriter Co., New  
York

**Typewriter Ribbons**  
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Ltd., Montreal  
Kee Lox Mfg. Co., New York

**Valves**  
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New York  
Ashton Valve Co., Boston  
Pacific Pipe Co., San Francisco  
Wheeler Condenser & Eng. Co.,  
Carteret, N. J.

**Valve Manufacturers**  
Ashton Valve Co., Boston

**Vegetable Oils**  
Brown & Co., Rogers, Seattle  
Canada Nut Co., Vancouver  
Katzenbach & Bullock Co., New  
York  
Williams, Arnold & Co., New  
York

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Sturtevant Co., B. F., Boston

**Wall Board**  
Beaver Board Cos., Buffalo  
Manitoba Gypsum Co., Winnipeg

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Wileken-Schenck, Seattle

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Philadelphia

**Wax**  
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Klipstein & Co., A., New York  
Lathrop & Co., H. E., New York  
National Refining Co., Cleveland

**Weighters and Measurers**  
Logan & Fairburn, Vancouver

**White Lead**  
Katzenbach & Bullock Co., New  
York

**Winches**  
Morse Dry Dock & Repair Co.,  
Brooklyn  
Vulcan Manufacturing Co., Se-  
attle

**Windlasses**  
Morse Dry Dock & Repair Co.,  
Brooklyn  
Vulcan Manufacturing Co., Se-  
attle

**Wire**  
American Iron Products Co.,  
New York  
Anderson & Co., Chas. A., New  
York

**Wire Bound Boxes**  
Sedro Box & Veneer Co., Seattle

**Wire Rope**  
Mill & Mine Supply Co., Seattle  
National Trading Co., Hongkong

**Women's Wear Manufac-  
turers**  
Canadian Converters Co., Ltd.,  
Montreal  
Helvetia Knitting Mills, New  
York  
Rosebud Mfg. Co., New York  
Weinstein, Louis & Bro., New  
York

**Wood and Steel Homes**  
Skinner Co., Ltd., Gananoque,  
Ont.

**Wood Stave Pipe**  
Byrne-Turner Co., Bellingham,  
Wash.

**Wool**  
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New York

**Wool Goods**  
Pacific Mills, Lawrence, Mass.

**Woolen Sock Mfrs.**  
Hanson, G. E., Quebec

**Wrenches**  
Art Metal Works, Newark, N. J.  
Guthard Co., Edgar C., Chicago  
Trimont Mfg. Co., Roxbury, Mass.

# Note Announcement

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Of This Issue

--of--

## Pacific Ports'

Shopping Service for Overseas Readers

## FINANCIAL

# The Royal Bank of Canada

INCORPORATED 1869  
 Capital Paid Up, \$17,000,000    Reserve Funds, \$18,000,000    Total Assets over \$500,000,000  
 HEAD OFFICE, MONTREAL, CANADA

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Through our branches in Canada, we offer an unrivaled service for making Collections. Mail and cable transfers effected to all important countries. Drafts sold on all the principal cities of the world. Commercial and Travelers' Letters of Credit issued at all branches. Our Vancouver, Victoria and Prince Rupert Branches and our correspondents in Seattle and San Francisco will exchange documents for goods trans-shipped at Pacific Ports. We invite correspondence regarding trade opportunities in Canada and other countries in which we are represented.

560 Branches in Canada and Newfoundland. 17 Branches in British West Indies, British Guiana and British Honduras. 68 Branches in Cuba, Porto Rico, Dominican Republic, Costa Rica, Venezuela, Martinique and Guadeloupe. 5 Branches in Argentina, Brazil and Uruguay.

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Princes Street, E. C. 2

T. R. Whitley, Mgr.; Jas. Mackie, Joint Mgr.

#### BARCELONA, SPAIN:

Plaza de Cataluna 6

C. E. Mackenzie, Mgr.

#### NEW YORK AGENCY

68 William Street

F. T. Walker, J. A. Beatson, E. B. McInerney  
 and J. D. Leavitt, Agents

#### FRENCH AUXILIARY: THE ROYAL BANK OF CANADA (FRANCE)

PARIS, 28 Rue du Quatre-Septembre

## National City Bank OF SEATTLE

Capital - - - - - \$500,000.00

Surplus and Undivided Profits - \$250,000.00

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 H. WITHERSPOON, Clac-Pres.

## A COMPLETE ORGANIZATION

for the transaction of international business has been an integral part of the First National Bank of Chicago for many years. The Foreign Trade Department acting in conjunction with the Foreign Exchange Department offers to importers and exporters a complete service based upon broad experience.

Calls and correspondence are invited relative to the facilities afforded and the accommodations extended by this old, strong and reliable banking institution.

## The First National Bank of Chicago

Established 1863

Resources exceed

Charter No. 8

\$250,000,000.00



CHICAGO

Westminster Building    Chicago, Illinois

Cable Address: "GRALATRUST"  
 MEMBER FEDERAL RESERVE SYSTEM

CAPITAL \$3,000,000    SURPLUS \$600,000

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Solicits Accounts on Most Favorable Terms

Pays Interest on Current Accounts

Furnishes Credit Information Regarding American and Foreign Business Houses

Has Extensive Facilities for Foreign Trade

Has Direct Connections with Important Cities  
 All Over the World

#### FOREIGN DEPARTMENT:

Nathan G. Chatterton, General Manager

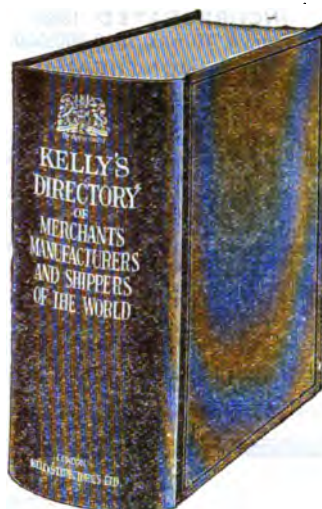
Howard S. Moy, Manager, Chinese Division



Over  
4,000  
Closely  
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Pages



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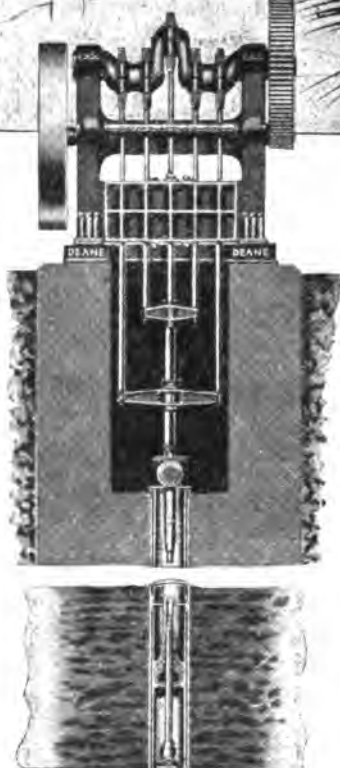
## Kelly Publishing Company

70 FIFTH AVENUE, NEW YORK CITY

San Francisco, Cal.,  
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508 S. Dearborn St.

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219 Dunn Ave.



### *Glendora Pump*

A deep-well type of Triple-Plunger Pump giving uniform, continuous flow of water at low operating and maintenance cost. For wells 8 inches or more in diameter.

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PUMPS, COMPRESSORS, CONDENSERS, OIL & GAS ENGINES, METERS, MINING, ROCK CRUSHING & CEMENT MACHINERY

# WORTHINGTON



# INDEX TO CONNECTIONS WANTED

The best method to use this index is: Turn to the product in which you are interested, ascertain the number and the same number under "Connections Wanted" will give the required information

- A**  
African products, 1529.  
Agricultural implements, 1537.  
Automobiles and accessories,  
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Bamboo, 1548.  
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Basketry, 1529.  
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Belting, 1502.  
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Bird skins, 1534.  
Black sheets, 1498.  
Boilers, 1520.  
Bolts, 1498.  
Bones, 1547.  
Boots and shoes, 1529, 1536.  
Boiler fittings, 1544.  
Bottles, 1534.  
Brass and iron valves, 1544.  
Brass polishers and cleanser,  
1547.  
Bristles, 1537, 1538.  
Brushes, 1534.  
Bulbs, 1534.  
Burlaps, 1539.  
Butter, 1517.
- C**  
Camphor, 1514, 1515.  
Canned goods, 1512, 1514,  
1517, 1519, 1521, 1527, 1528,  
1536, 1545, 1548.  
Ceiling, 1540.  
Cement, 1519, 1547.  
Cereals, 1528.  
Cheese, 1517.  
Chemicals and drugs, 1513,  
1520, 1521, 1529, 1537, 1547.  
Chicle, 1547.  
Chillies, 1529.  
China grass, 1537.  
China produce, 1538.  
Chinaware, 1504, 1536.  
Chip, 1520.  
Cigars and cigarettes, 1536,  
1537.  
Clocks, 1507.  
Clothing, 1510.  
Cocoa, 1518, 1547.  
Cocoanuts, 1519, 1526.  
Colors and dyes, 1519.  
Condensed milk, 1523.  
Confectionery, 1511.  
Coffee, 1512, 1518, 1529, 1531,  
1535, 1538.  
Connections wanted, 1542.  
Copal, 1518.  
Copa, 1512, 1514, 1517, 1519,  
1521, 1526, 1529, 1546,  
1547.  
Corundum, 1532.  
Cotton and cotton goods, 1510,  
1512, 1515, 1520, 1531,  
1533, 1534, 1547.  
Cotton board, 1524.  
Crockery, 1497.
- D**  
Dairy products, 1508, 1517.  
Deals, 1540.  
Dried fruits, 1521, 1527, 1545.  
Drawing instruments, 1534.
- E**  
Eggs and egg products, 1513,  
1515.  
Electric lighting plants, 1543.  
Electrical supplies, 1505, 1520,  
1530, 1543, 1546.  
Embroideries, 1546.  
Enamel ware, 1497, 1504, 1512,  
1520.
- F**  
Fancy goods, 1497, 1503, 1504,  
1512, 1522, 1529.  
Feathers, 1534, 1538.  
Fertilizers, 1508, 1530.  
Fiber and fiber goods, 1500,  
1519, 1526.  
Firecrackers, 1547.  
Fish, 1517.  
Fish plates, 1498.  
Food products, 1517, 1529,  
1547.  
Flooring, 1540.  
Flour, 1545.  
Frozen meat, 1508.  
Fruits, 1517, 1545.  
Fruit bags, 1513.  
Fruit juices, 1545.
- G**  
Galvanized sheets, 1498.  
Generators and motors, 1520.  
Glassware, 1504, 1536.  
Gold dredges, 1548.  
Grains, 1532, 1547.  
Groceries, 1506, 1517, 1527,  
1528, 1536, 1545.  
Gum copal, 1529, 1546.  
Gum elemy, 1546.  
Gunnies, 1539.
- H**  
Haberdashery, 1504, 1546.  
Hairdressers' requisites, 1503,  
1516, 1537, 1538.  
Hardware, 1504, 1515, 1517,  
1522, 1529, 1531, 1533,  
1540, 1546.  
Hardwood, 1526.  
Hemp, 1508, 1519, 1520, 1546.  
Henequen, 1547.  
Hides and skins, 1515, 1529,  
1532.  
Hog casings, 1513.  
Hosiery, 1504, 1510, 1539.
- I**  
Indian raw products, 1504.  
Industrial equipment, 1538.  
Ink, 1519.  
Iron mongery, 1536.  
Iron and steel products, 1519,  
1520, 1537, 1538, 1540,  
1546.  
Ivory, 1529.
- J**  
Jams, 1517.  
Japanese goods, 1534.  
Jewelry, 1507.  
Jute, 1519.
- K**  
Kapoc, 1514, 1538.  
Kauri gum, 1517.
- L**  
Lace, 1510.  
Lard, 1510.  
Leather and leather goods, 1500,  
1510, 1530, 1537.  
Locomotives, 1498.  
Lumber, 1519, 1521, 1524,  
1534, 1547.
- M**  
Machinery, 1498, 1503, 1504,  
1525, 1529, 1538, 1544,  
1546, 1547.  
Machine tools, 1502, 1520.  
Marine motors, 1529.  
Matting, 1533.  
Men's ware, 1512.  
Metal goods, 1517.  
Motorcycles and accessories,  
1503, 1505, 1507.  
Murex shells, 1529.
- N**  
Nails, 1538.  
Notions, 1516.  
Novelties, 1516.
- O**  
Oak wall board, 1524.  
Oats, 1508.  
Oils, 1508, 1510, 1512, 1514,  
1517, 1519, 1526, 1530,  
1533, 1537, 1546.  
Oilman stores, 1504.  
Oil mill plants, 1538.  
Oil mill products, 1547.  
Oil seeds, 1547.  
Oriental products, 1506, 1538.  
Overseas caps, 1501.
- P**  
Padlocks, 1529.  
Paints, 1546, 1547.  
Panama hats, 1499.  
Paper and paper products, 1513,  
1515.  
Patent medicines, 1504.  
Peanuts, 1506, 1510, 1514,  
1523, 1538.  
Perfumery, 1503, 1526.  
Petroleum products, 1519, 1547.  
Photographic materials, 1517.  
Piece goods, 1504, 1510, 1515,  
1526, 1539.  
Pina, 1546.  
Pipings and fittings, 1508, 1544.  
Plates, 1498.  
Pongee, 1510.  
Positions wanted, 1509, 1541.  
Potatoes, 1508.  
Press cloths, 1547.  
Provisions, 1526, 1527, 1529,  
1531.  
Pumps, 1548.  
Puttees, 1501.
- R**  
Rabbit skins, 1508.  
Raffia, 1546.  
Rails, 1498, 1538.  
Railway construction materials,  
1520.  
Rattan, 1512.  
Reinforcing bars, 1498.
- S**  
Rice, 1514, 1519, 1535, 1537,  
1547.  
Roofing, 1523, 1540.  
Rope (wire), 1502.  
Rosin, 1521, 1530.  
Rubber and rubber products,  
1512, 1523, 1529, 1547.  
Rush hats, 1533.
- T**  
Salmon, 1521, 1545, 1549.  
Sago and sago flour, 1512,  
1528.  
Scheelite, 1512.  
Scientific instruments, 1520,  
1525.  
Seeds, 1508, 1547.  
Selling agents, 1543.  
Shaft, 1508.  
Sheep dip, 1508.  
Shelving, 1540.  
Silica, 1523.  
Silk, 1520, 1537.  
Simsim seeds, 1529.  
Soap, 1518.  
Soft goods, 1522, 1529, 1536.  
Spices, 1514, 1528, 1529.  
Spikes, 1498.  
Spiral leggings, 1501.  
Sporting goods, 1503.  
Stationery, 1497, 1504, 1507,  
1510.  
Steel, 1514, 1530.  
Steel bars, 1498.  
Straw braids, 1520.  
Sugar, 1504, 1535, 1538, 1546.  
Sulphur, 1547.  
Sundries, 1515, 1517, 1523,  
1526.
- U**  
Talc, 1523.  
Tallow, 1510, 1515, 1537.  
Tapioca, 1512, 1528.  
Tea, 1526, 1528, 1537, 1539.  
Textiles, 1512.  
Tin, 1512.  
Tin plate, 1538.  
Tobacco, 1510, 1536, 1537.  
Tobacconists' supplies, 1503.  
Toilet articles, 1504, 1516,  
1522.  
Tools, 1503.  
Tortoise shells, 1529.  
Tow, 1508.  
Toys, 1497.  
Trucks and tractors, 1520,  
1537, 1538, 1546, 1547,  
1548.  
Tube mills, 1502.  
Tubular products, 1520.  
Turpentine, 1530.  
Typewriters, 1529.
- V**  
Vanilla beans, 1517, 1526.  
Vials, 1534.  
Vinegar, 1545.
- W**  
Walnuts, 1506, 1510, 1533.  
Watches, 1507.  
White lead, 1502.  
Wicker furniture, 1533.  
Wines, 1518.  
Wire and wire products, 1498,  
1508.  
Woolfram, 1512.  
Wool, 1508, 1538.

## CONNECTIONS WANTED

It is suggested that foreign firms desiring to be put in touch with American firms whose trade inquiries are published herewith should in the first instance address such firms by the number in care of PACIFIC PORTS. Their letters will be forwarded promptly, thus eliminating unnecessary delay, caused by correspondence to and from across the Pacific. American firms desiring the names and addresses are advised to write our nearest office.

No. 1497. A firm in South Africa importing crockery, stationery, toys, fancy goods, enamel ware and household utensils, desire connections with reliable manufacturers who will send catalogs, prices, samples, etc.

No. 1498. A firm of exporters, importers, engineers and contractors in Hankow, China, have been importing large quantities of wire, wire rods, wire nails, steel bars, reinforcing bars, bamboo steel, black sheets, galvanized sheets, plates, rails, spikes, bolts, fish plates; also locomotives, cars and all kinds of workshop machinery, and wish to secure direct connection with manufacturers who conduct their own export department wish to market their products in China.

No. 1499. A firm in Guayaquil, Ecuador, have for export Panama hats, and desire to establish connections with overseas firms interested in securing such articles.

No. 1500. A firm in West Australia are importers of raw materials for the manufacture of leather and fiber goods; also desire to import fancy leather goods. Desire catalogs, prices, terms, etc.

No. 1501. A firm in New York, manufacturers and exporters of high-grade puttees, overseas caps and spiral leggings, want reliable representatives to sell their goods, either as an agent or on their own account. Samples will be sent to those furnishing references.

No. 1502. A firm of importers in Johannesburg, South Africa, are interested in importing belting for driving and conveying, wire ropes, tube mills, machine tools, white lead and any kind of specialties for mining or railway use.

No. 1503. A firm in Adelaide, South Australia, importing tobaccoists' supplies, hairdressers' requisites, perfumery, fancy goods, motorcycles, bicycles, motor cars, motorcycle and cycle accessories, sporting goods, machinery and tools of every description, desires to communicate with those firms willing to grant sole agencies for the above products.

No. 1504. A firm in Karachi, India, importing piece goods, hardware, sugar, hosiery, haberdashery, patent medicines, toilet requisites, oilman stores, glass ware, china ware, enamel ware, fancy goods, machinery, stationery, etc.; also exporting all Indian raw products, desire to establish an agency for the handling of American and Canadian products.

No. 1505. A firm in Manila, Philippine Islands, importing dry cell material, electrical supplies and appliances, bicycle, motorcycle and auto supplies and exporting Crown dry cells, desires to establish connections with supply houses or manufacturers having for export the above named supplies.

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Philadelphia  
San Francisco

Cleveland  
Cincinnati

PLANTS: Boston, Chicago, Bound Brook, Newark, Jersey City, Woodbridge, Milford, Louisville, Mt. Pleasant, North Sydney, N. S.

- No. 1506. A Canadian firm importing peanuts, walnuts, peas, beans, and other Oriental products of such nature, and exporting all lines of groceries, desires to get in touch with overseas exporters of the products mentioned above.
- No. 1507. A firm in Madras, South India, is in the market for motor cars, motor accessories, motor-cycles, stationery, jewelry, watches, clocks and other sundries.
- No. 1508. A firm of importers and exporters in Invercargill, New Zealand, importing wire, piping and fittings, agricultural seeds, fertilizers, sheep dip, lubricating oils, including motor oils, and other lines connected with the agricultural trade, and having for export oats, shaft, potatoes, agricultural seeds (including perennial rye grass, Italian rye grass, crested dogstail, timothy), hemp, tow, wool, rabbit skins, frozen meats, and dairy products, desires to establish agencies for all lines connected with the farmer's trade and to develop the export trade for the materials that they produce.
- No. 1509. Business man, young, no bad habits, having spare time daily for disposal, desires correspondence with domestic or foreign firms in Vancouver, B. C., who can use such a person.
- No. 1510. A firm of importers and exporters in Shanghai, China, importing piece goods, leather, hosiery, clothing, and stationery, and exporting walnuts, peanuts (shelled and in the shell), tobacco, peanut oil, lard, tallow, pongee silk, lace and cotton, desires connections with American and Canadian firms.
- No. 1511. A firm of manufacturers in Winnipeg, Canada, have for export Melba chocolates in fancy one-half-pound, two-pound, four-pound boxes and bulk packed five-pound boxes; also 100 lines of pill candies, consisting of mixtures of creams, chocolates, wrapped kisses and other special lines; also a large line of candy bars. They desire to get in touch with the principal importers of candy in the Orient, Far East and Australasia.
- No. 1512. An importing and exporting firm in Singapore, Straits Settlements, importing cotton and silk goods, fancy and textile goods, muslin, men's wear, enameled goods and all hardware, canned fruits, vegetables and tinned provisions, and having for export rubber, tapiocas, sagos, sago flour, peppers, rattans, copra, coffee, cocoanut oil, tin, wolfram, scheelite, and other minerals, desires to get in touch with rubber manufacturers and those interested in importing Oriental products.
- No. 1513. A firm in Dunedin, New Zealand, desires to get in touch with those firms able to supply them with brown paper fruit bags, kraft paper, hog casings, and egg yolk albumen. Quotations and samples are desired.
- No. 1514. A firm of import and export merchandise brokers in San Francisco, California, have for export California canned fruits and vegetables, beans, peas, other food products, heavy chemicals, steel and steel rails, etc. They are interested in importing vegetable oils, peanuts, rice, spices, kapoc, copra, refined and crude camphor, etc.
- No. 1515. A firm in Shanghai, China, importing piece goods, hardware, paper and sundries, and having for export hides, egg products, cotton, camphor, tallow, etc., desires to establish reciprocal trade relations with firms in Canada and the U. S. A.
- No. 1516. A firm of manufacturers, exporters and importers, in Philadelphia, Pa., has for export notions, novelties, specialties, small wares, toilet articles, hair dressing requisites, as hair nets, barrettes, shampoos, curlers, etc. Careful and prompt attention given to all orders, especially overseas shipments.
- No. 1517. A firm in Auckland, New Zealand, interested in importing groceries, fruits, fish, food products, hardware, metal goods, chemicals and drug-gist sundries, oils, edible and lubricating, and having for export, butter, cheese, canned meats, jams, copra, kauri gum, and vanilla beans, desires connections with reliable Canadian and U. S. A. firms for the above products.
- No. 1518. A firm in Batavia, Java, D. E. I., importing claret, red and white port, sherries, toilet soap, breakfast cocoa, photographic supplies (paper, plates, etc.) and sundries, and exporting coffee, pepper, copal and other products of the Islands, desires to form connections for the interchange of the above articles.
- No. 1519. A firm of importers and exporters located at San Francisco, importing fish and vegetable oils, jute and hemp, rice, beans, cocoanuts, copra, fiber, and raw materials for all industries, and exporting iron and steel products, "Apco" petroleum products, ink, colors and dyes, industrial chemicals, cement and lumber, canned salmon, canned and dried fruits, desires to establish connections for the purchase and sale of the above products.
- No. 1520. A firm of importers and exporters in Tokyo, Japan, importing iron and steel products, wire and wire products, tubular products, boilers, generators and motors, electrical supplies of all kinds, machine tools, railway construction materials,

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Contracting Stevedores



- motor cars, trucks and equipment, drugs and chemicals, scientific instruments, fertilizers, etc., and exporting silks, cotton goods, cotton yarns and threads, hemp, chip, straw braids, enameled wares, provisions and sundry goods, solicits inquiries for the above products.
- No. 1521. A firm of importers, exporters and commission merchants, located in San Francisco, having for export salmon and all canned fish, dried and canned fruits, chemicals, rosin, lumber, etc., and interested at this time in importing copra, desires connections for the sale of the products they have to offer.
- No. 1522. A firm in Perth, Australia desires to form connections with reliable manufacturers who require representatives in Australia. They are interested in handling all classes of soft goods, hardware, groceries, fancy goods and toilet articles.
- No. 1523. A firm of exporters and importers in Vancouver, B. C., Canada, are interested in securing markets for the sale of silica in all meshes, talc in all meshes and in blocks, condensed milk, rubber roofing and other sundries. Correspondence solicited.
- No. 1524. A firm of general commission merchants in Auckland, New Zealand, desires to be put in touch with those firms willing to quote on 3-ply cotton wood, 3-ply oak wall board, etc. Quotations and samples are desired.
- No. 1525. A firm of contracting and consulting engineers in Hongkong, China, desires direct connections with manufacturers of reliable machinery and accessories. Also are interested in scientific instruments.
- No. 1526. A firm in Colombo, Ceylon, importing piece goods in general (suitable for the tropics) provisions, perfumery, hardwood and sundries, and exporting copra, tea, desiccated cocoanut, cocoanut oil, cinnamon, cinnamon oil, citronella oil, fiber, vanilla beans, and cocoanut with shells, desires to have the sole representation for American and Canadian firms for the lines they import.
- No. 1527. A firm in Dunedin, New Zealand, are interested in importing preserved provisions, dried fruits, canned goods, and all merchandise for grocers and general storekeepers. Connections are desired with reliable firms having the above for export.
- No. 1528. A firm of manufacturers' agents in Winnipeg, Canada, are interested in importing tapioca, sago, spices, teas, canned pineapple, and have for export groceries and cereals of all lines.
- They desire to establish connections with large importers and exporters for the above lines.
- No. 1529. A firm in Zanzibar, British East Africa, importing soft goods, hardware, machinery, food-stuffs, provisions, fancy goods, boots and shoes, padlocks, marine motors, motor cars, typewriters, chemical drugs, and having for export cloves, clove stems, copra, gum copal, ivory, chillies, hides and skins, simsim seeds, coffee, beeswax, rubber, tortoise shells, murex shells and all other East Africa products, desires to form connections with reliable firms who can deal in the imports and exports of the above enumerated articles.
- No. 1530. A firm in Haiphong, Indo China, importing leather, all kinds of steel products and electrical supplies, and having for export turpentine, rosin, vegetable oils and basketry, desires connections with manufacturers who wish to sell on a commission basis. They also desire outlets for the sale of the products they have for sale. Correspondence in French only.
- No. 1531. A firm in Monagua, Nicaragua, Central America is in the market for all kinds of merchandise, including dry goods, hardware, provisions, etc. They also have for export coffee and cotton. Connections are desired with reliable manufacturers and exporters and with those interested in importing coffee and cotton.
- No. 1532. A firm of merchants has agencies established in every large center in the Union of South Africa with headquarters at Cape Town, desires the sole agency for handling all kinds of goods suitable to their trade. They have for export grain, corundum, hides, skins, etc., and desire outlets for the sale of such.
- No. 1533. A firm of importers and exporters in Shanghai, China, has for export China produce, walnuts, peanuts, oils, raw cotton, sheeps' wool, wicker chairs, matting, rush hats, etc., and importing cotton piece goods, dyes and hardware, desires connections for the sale and purchase of the above products.
- No. 1534. A firm in Tokyo, Japan, has for export sawn oak lumber, small bottles and vials, lily bulbs, drawing instruments, brushes, feathers, bird skins, cotton goods, and sundry Japanese manufactures. It is their desire to become buying and shipping agents for one or more of the large department or multiple shop houses who at present buy through import merchants at the United States and Canadian ports.
- No. 1535. A firm of importers and exporters in New Orleans, La., have for export at this time, rice, coffee, sugar, and beans. Reliable connections sought in all countries.

ESTABLISHED 1891

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Douglas Fir (Oregon Pine)

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White Pine

Cedar


Box Shooks

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Liverpool and London

- No. 1536. A firm in Cape Town, South Africa, desires to import soft goods, boots, ironmongery, glassware, chinaware, canned goods, all kinds of groceries, cigars, tobacco and cigarettes. They request that those manufacturers interested send catalogues, prices and anything of interest to them.
- No. 1537. A firm of importers and exporters in Shanghai, China, importing agricultural implements, automobiles, motor trucks, drugs and chemicals, leather goods, tobacco and cigarettes, iron and steel products, and having for export China grass, beans, oils, tea, tallow, hair nets, bristles, silk, rice and all other Chinese products, desires to form connections with those firms interested in the above products.
- No. 1538. A firm of importers and exporters in Chicago, importing coffee, kapoc, sugar, feathers, peanuts, bristles, hair and hair nets, and other Oriental produce, and having for export tin plate, nails, bars, sheets, iron and steel products, automobiles, motor trucks and accessories, industrial equipment, relaying rails, machinery, such as entire plants for oil mills, industrial plants, etc., desires connections for the purchase and sale of the above products.
- No. 1539. A firm in Calcutta, India, interested in importing piece goods, hosiery and other lines suitable for their markets, and exporting gunnies, burlaps and teas, desires connections with those firms wishing to establish exclusive agencies with reasonable terms.
- No. 1540. A firm of importers in Port Elizabeth, South Africa, is in the market for deals, flooring, ceiling, shelving, roofing, iron and general hardware, want to form connections with actual shippers of the above products.
- No. 1541. A high-class salesman, familiar with the Spanish language and Philippine customs and methods, is leaving soon for the Philippine Islands and would be pleased to represent some firm in a selling way while over there. Expect to visit various parts of the Islands.
- No. 1542. A firm of shipping and insurance agents and brokers in Sydney, Australia, with connections throughout Australia, New Zealand, and the South Sea Islands, desires to represent first-class firms in every direction. Is prepared to make C. I. F. quotations by cable on full cargoes or parcels in sterling or other currency. All codes used.
- No. 1543. A firm of electrical goods manufacturers in Chicago, Illinois, manufacturing electric lighting plants, electric generators, switch boards, lighting fixtures, battery charging equipment and electrical goods for use in the household, desires to secure selling agents or foreign distributors who will handle the above lines.
- No. 1544. A firm of importers and exporters in Bombay, India, importing pipe fittings, brass and iron valves, lubricators, boiler fittings, and machinery, and having for export Indian wooden toys and other products of that country, desires connections for the purchase and sale of the above products.
- No. 1545. A firm in San Francisco, California, exporting canned salmon, canned sardines, canned California and Oregon fruits and vegetables, grocery lines, dried fruits and vegetables, fruit juices, vinegar, flour, etc., and importing pineapples and other tropical fruits, desires to secure connections for the sale of such articles.
- No. 1546. A firm of importers and exporters in Manila, P. I., having for export hemp, coconut oil, copra, raw sugar, hats, raffia, pina, gum elemy, gum copal, vegetable oil products, embroideries, and interested in importing hardware, electrical equipment, machinery, automotive equipment, including trucks and tractors, iron and steel products, paints and oils, etc., desires to form exclusive representation in the Philippine Archipelago for the handling of goods they wish to import.
- No. 1547. A firm of importers, exporters and shippers with headquarters in Houston, Texas, has for export petroleum products, lumber, rice, grain, bags and bagging, sulphur, cotton, fireworks and explosives, machinery, general merchandise, press cloth, cotton seed products, oil mill products, medicines and chemicals, brass polish and cleanser, cement, automobiles, tractors, paints and varnishes, foodstuffs, etc., and is interested in importing copra, rubber, henequen, cocoa, bones, oil seeds, chicle, cotton, cotton seed, etc., Chinese firecrackers, etc. It is their desire to make reliable connections for handling the above lines.
- No. 1548. A manufacturer in San Francisco, California, has for export the Ball-tread tractor, gold dredges, and all kinds of pumps. Connection is wanted with the reliable retail dealers in the Orient, Australasia and South America.
- No. 1549. A firm in Vancouver, B. C., Canada, has for export canned salmon, canned herring, canned pilchards, mild-cured salmon and salt herring, and desires to get in touch with large importers of the above lines in the Orient, Far East and South America.

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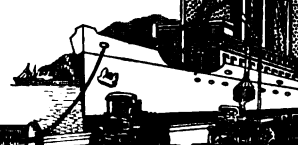
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Power at pulley .....20 H. P.  
Weight—net .....6700 pounds  
Gross weight crated (App.) .....8460 pounds

### Oversize—Model 20-35 Yuba Ball Tread Tractor

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Power at pulley .....40 H. P.  
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Gross weight crated (App.) .....13,460 pounds

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**Cable experts, well acquainted with all standard codes, state this method will revolutionize cabling practice.**

Seven years ago a cable expert, in charge of coding cables for one of the leading firms on the Pacific Coast, came to the conclusion that there must be a way to cut cable costs.

A thorough search, both in America and abroad, revealed nothing better than the standard five-letter codes.

"Nothing available—if money is to be saved, a system has to be prepared."

With that thought in mind, this cable expert set out to prepare a system. Seven years of constant study and experiment finally brought out a method that appeared practical enough to try out.

It was tested by the firm with which the originator was connected. It worked! It showed an immediate saving of 30 per cent over any five-letter standard code. It had other advantages, but for the present we shall discuss the question of money-saving.

Some others heard about it. They knew that if it worked for others, it would work for them. These firms sought permission to use it. They finally secured a copy of the Code, and today these very firms who took the Code in its first crude state, use it right along and have gone on record as stating that as high as 50 per cent has

been saved on their cable bills by the use of this method.

## Now Available to Others

As a result of the experience of a number of leading exporters and manufacturers—men who, by the use of the Code day after day for years, proved that it is right—that it does cut costs—we have decided to issue a Third and Complete Edition which will be six times the size of the edition originally used and which saved so much money for its users—and offer the Code to all users of cablegrams.

If you are interested in this method, and you surely must be, for it will reduce your cable bill 33 $\frac{1}{3}$  per cent, it is something you want at once.

What you want to know is—What do the users of the old edition think of it? What has it done for them?

## What Cable Experts Think of This New Method

C. W. Stockdale, cable expert for Rogers Brown & Co., large exporters and importers, for some time past has been making a study of cable codes. He has been looking for some way to cut costs without interfering with the messages. Mr. Stockdale has made a thorough study of the Keegan Method. He has had the opportunity to compare it with all standard codes. After a thorough investigation, we received the following letter from Mr. Stockdale:

"I have given some study to Keegan's Code, and am convinced that your system is bound to revolutionize the commercial code systems.

"You may book our order for ten copies, to be supplied to our various offices.

And when you see a copy of this Code you will understand why Mr. Stockdale enthusiastically endorses it. For the Keegan Method, in its Third Edition, will contain remarkable improvements—make it possible to code in two words what it now takes by a standard code four, and, in some cases, as high as six words.

Recently, the H. M. Newhall Company, of San Francisco, had occasion to send a cable of the same wording to two different firms in the Orient. One cable was sent by Keegan's Method, the other by one of the standard five-letter codes. They report the result as follows:

"Last week we had occasion to send a 12-word cable to \_\_\_\_\_ of Hongkong, and \_\_\_\_\_ of Hongkong. Both cables contained the same message. The one sent by Keegan's Code was five cable words shorter than the other message sent by another code."

Five words saved on a 12-word message!

Others report the same result in money-saving by the Keegan Method.

## Biggest Users of Cables in America Cooperated in Compiling Third Edition

Leaders in their line of business have gladly cooperated with us in compiling the phrases in this Code. Nothing has been spared to make the Code complete—to get the greatest possible use from the principle upon which the entire code is based.

Before we made our first general announcement on the Third Edition of Keegan's Code, we received reservations for copies of the Code from a large number of well-known firms—a few of which are listed below:

Rogers Brown & Company  
The Export Association of Canada  
E. I. du Pont de Nemours & Company  
Balfour, Guthrie and Company  
Mitsui & Company  
Pacific Steamship Company  
The Sperry Flour Company  
The Atlantic Refining Company  
Nordyke & Marmon Company  
Holt Tractor Manufacturing Company  
M. Furuya Co.

and others who have had the opportunity to investigate the merits of this truly remarkable code.

By no means have we described all the improvements in this Code—most of them we leave for a special report to you based on your own cable work. Use this form or give us the information called for in a letter.

### WHAT DOES IT COST?

An exporter asked that of us the other day. Our reply was: "How much do you cable a month?" He replied: "About \$250.00." We took half a dozen cable messages which this man submitted to us, coded in his present code. We showed a saving slightly in excess of 40 per cent by the Keegan Method. In less than five weeks the Keegan Code would have paid for itself in reduction of cable costs.

### SIMPLE WAY TO TEST THE MONEY-SAVING QUALITIES OF THIS CODE

Take, for the purpose of a test, the following cable:

"Quote us delivered here 700,000 feet. 10x14 merchantable rough Douglas fir, in random lengths from 71 to 80 feet."

In Keegan's Code, this message is reduced to ONE cable word.

How many words by your present code?

### FRANK WATERHOUSE & COMPANY, 4029 Central Bldg., Seattle, U. S. A.

I would like to see just what your new method of cabling will save us over our present method. So, send a complete copy of the Third Edition, when ready, and bill us for \$50 in the usual way. It is understood, however, that if after two weeks' examination I do not agree with leading international cable experts that Keegan's International Three-Letter Code will save money, I can return the book and you are to cancel all obligations.

Number of branches we cable to \_\_\_\_\_

We are attaching \_\_\_\_\_ cables, which we would like to have coded by your method to see what it saves.

Name \_\_\_\_\_

Position \_\_\_\_\_

Firm \_\_\_\_\_

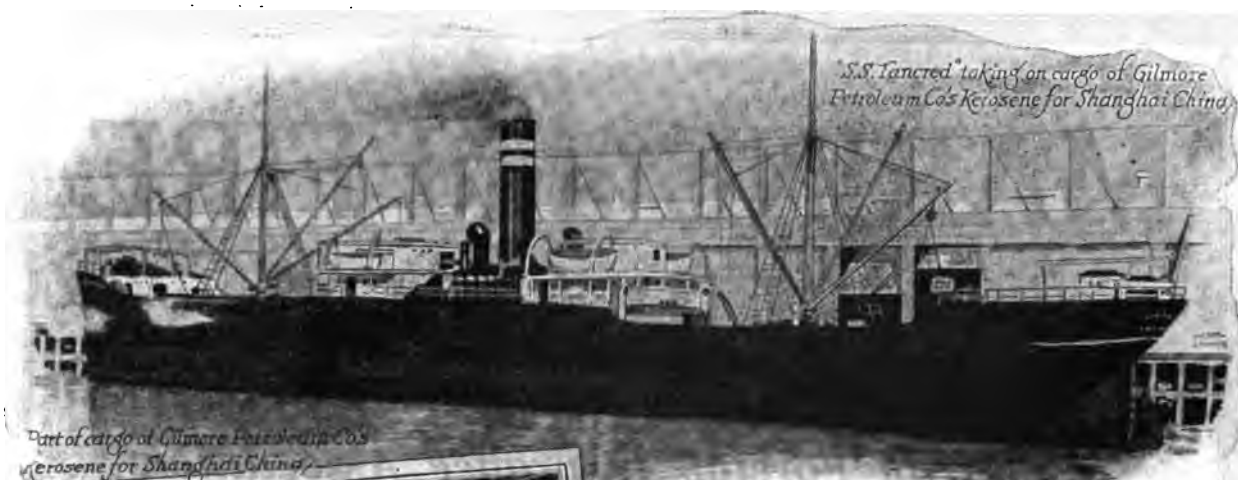
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PACIFIC PORTS for JUNE, 1920

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Great American Insurance Co. of New  
York  
Westchester Fire Ins. Co. of New York

Hartford Fire Insurance Co. of Connecticut  
Home Ins. Co. of New Jersey  
Insurance Company of North America  
National Fire Ins. Co. of Connecticut  
New Hampshire Fire Ins. Co.  
Niagara Fire Ins. Co. of New York  
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**ED. L. KELLY**

Manager  
**JAPAN**

Cable Address: "EDLAUKEL" YOKOHAMA

## United States as a Buyer

**F**ROM the many countries around the rim of the vast Pacific trade area, including the west coast of Latin America and Mexico, the United States draws an enormous volume of the raw materials required to feed the great maw of its manufacturing life. This country has always done the major portion of its shopping in the far reaches of the Pacific and undoubtedly will continue to do so. To cut off the imports of raw products in transpacific trade

States absorbing more and more of the products they have to sell. Behind the daily reports that tell of "active or dull" markets there is a solid foundation in virtually all avenues of American industrial activity. There is hardly any product, crude or manufactured, exported by any of the countries in the Pacific that cannot be sold in the United States if the right connections are made. Not only are American firms buying heavily in the Pacific but they are calling



Official Government Census Shows Material Increases in the Total Employment in Leading Industries of the United States

would be to virtually paralyze many of America's leading industries, with their great armies of workers.

Importance of the Pacific in the import trade of the United States is emphasized in the 1919 statistics which show that Asia, notably those countries of this continent embraced in the so-called Pacific field, supplied nearly one-third of the total imports of the United States.

Requirements of the manufacturing industries of the United States, viewed broadly as opposed to specific lines, were never so great as at present. These requirements are not transitory, but there is every indication of permanency with multiplication of the needs in future years.

Overseas exporters will find the United

for increased production in many lines. Take the silk and rubber industries, for instance. A campaign is now being waged by silk interests to encourage increased production because the industry is growing at a remarkable pace and needs more of the raw product.

The rubber industry, another major line of American activity, each year is absorbing greater quantities of rubber, with the future holding unlimited possibilities. Increased rubber production in Malaya and South America is likewise urged to satisfy the swelling demands.

Run through the list of America's industries and an increasing demand for virtually all of the products of the Pacific countries is emphatically presented.

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P.P. 6-20



SEATTLE, U. S. A., JUNE, 1920

## U. S. Foreign Trade Council Campaigns for Greater Transpacific Commerce

By W. B. HENDERSON



NIQUE to the point of favorable comment is the National Foreign Trade Council of the United States, which by way of parenthesis, is holding its seventh annual convention at San Francisco. Perhaps, without being classed with those using undue superlative expression to convey an idea, the organization above referred to is the only one of its kind doing so great a

service to business men and whose activities are based entirely on altruistic principles. In this respect, it is decidedly unique. Composed, as the council is, of the foremost thinkers in the United States on questions most vitally affecting international trade, and with its membership constituted of practical business men who have demonstrated their abilities as capitalists and captains of industry and finance by their successful operation of their private enterprises, there would naturally be an additional force attaching to the things they do, were conditions not so favorable as outlined above.

These men, big in brain and action, are giving to the public and for the common weal, for no material consideration whatsoever, the benefits of their experiences extending over many years. Nothing comparable to the organization exists in Europe or any

other section of the world. The influence derived from these members individually and collectively, together with the good effects derived from the annual convention, the outgrowth of the membership per se, are of world-wide influence on foreign trade matters.

For the American reader who is at all posted on current events of importance to international trade, very little which is not already known can be said either of the standing of the individuals composing the council or of the far-reaching effect of the good accomplished by this council. But for the reader abroad who is interested in American institutions and material trade development, and who note the actions of men

who perform deeds redounding to their benefit, much might be said that would strike a responsive chord of approval

It is true, paradoxically stated, their influence is felt the world over, although the association of this beneficent influence is not always associated with the personnel of the council nor the council itself. The membership of the council being constituted of strictly business men—no publicity or propaganda in it—they naturally do not exploit themselves, nor the great work in which they are engaged. Nevertheless, the seeds of good deeds well performed, have fallen upon rich soil, taken root, blossomed and flourished as the bay tree, and as a matter of logical sequence, the fructifying effects are

### Meaningful Figures

United States Exports to Pacific Countries.

	Fiscal year	Calendar year
	1914	1919
Costa Rica	\$ 3,501,886	\$ 4,920,724
Nicaragua	2,629,034	6,694,497
Guatemala	3,601,813	8,391,464
Panama	22,678,284	22,099,925
Salvador	2,155,188	5,934,418
Mexico	38,748,793	181,451,901
Bolivia	1,145,555	4,771,177
Chile	17,432,392	53,471,688
Colombia	6,786,153	24,143,046
Ecuador	2,967,759	7,500,703
Peru	7,141,252	26,945,191
China	24,698,734	105,514,962
China (Leased)	1,647,350	12,759,528
Hongkong	10,696,214	22,092,880
British Indies	15,635,195	81,514,358
Dutch East Indies	3,676,895	46,576,489
French East Indies	161,234	1,474,953
Portuguese India		7,492
Japan	52,471,783	369,698,064
Russia in Asia	1,214,506	54,678,672
Siam	836,870	1,937,977
Australia	45,775,216	95,084,059
New Zealand	8,950,124	28,171,585
Other British Oceania	261,295	726,354
French Ocean	1,057,303	1,389,193
German Ocean	219,892	313,717
Philippine Islands	27,304,587	70,310,262
Total	\$ 303,384,707	\$1,188,474,879
Total U. S. exports	\$2,864,579,148	\$7,922,150,592
Gain in U. S. exports to Pacific countries totals		291 per cent
Gain in total U. S. exports in same period		285 per cent



now very generally felt abroad in the principal trade centers.

#### Organization is Unique

For another and entirely different reason the organization is unique in that, while it has to do with national policies and international problems, it has strictly adhered to a policy that has kept it uncontaminated by American party politics. Only insofar as they are discussed in their broad aspects of national policy and international relation are political or controversial questions, that divide groups of men in the United States into two opposing, partisan, prejudiced classes, ever discussed in these conventions. The wisdom of strict adherence to the above policy is apparent not only to Americans, but to peoples of many other nations, because on the one hand policies are so closely allied to international trade problems and politics so narrowed and restricted in practice, in the United States at least, and to some extent in other countries, that the discussion by similar organizations is frequently abused and—not infrequently—misunderstood. The one in practice is venerated as the correct attitude

der the guise of uniqueness, as this is the first time the convention has come west of the Mississippi River. The other conventions were held at Washington, D. C. New Orleans, Philadelphia, Pittsburgh, Cincinnati, and Chicago. This year's convention also has features connected with it that have not heretofore been injected into the other conventions. One of which, be it said, of importance, is the invitation extended to various nations in Latin America and the Orient to have representatives present and to have exhibits on display. This has been carried out successfully and the meeting at San Francisco has attracted the admiration of international trade bodies in all sections of the world.

#### Discussions on Current Issues

Questions under discussion at this convention, while not materially different from those discussed at preceding conventions, involve current, live problems that the business men of today have to meet in national and international affairs. And while no direct action is usually taken during the meeting, the influence of the council for good will spread throughout the western hemisphere and will eventually permeate other sec-



California is Famous the World Over for the Great Variety and Great Volume of Fruits it Produces. In This Picture a Portion of a Date Orchard Near Los Angeles is Shown

by the people, while the other is anathematized for the narrow prejudices it engenders in the minds of others. All hail, therefore, to the membership of the National Foreign Trade Council in convention or otherwise for its substitution of national and international policies for partisan bias.

Another reason indicative of the greatness of the council and the importance of its acts in these conventions is exemplified in the volume of business dispatched by these business men in so unostentatious a manner. No propaganda work, no building of air castles, no wasted words portraying ephemeral effects upon the problems that need attention, but rather practical suggestions of solutions that go directly to the point.

The work of this council is not only highly appreciated by the business men, but the council itself wields an influence with the authorities of states and with the national authorities. Without appearing in the role of lobbyist to influence the actions of Congress upon legislative matters pertaining to business measures of international importance, the advices and suggestions are frequently sought by the lawmakers and many of the most far-reaching acts now upon the statute books, that have been passed within the last seven years, show the good effect of the influence of this body of men. The same perhaps can be said of the performance of a number of state legislatures where new measures have been enacted bearing the ear marks of influence wielded by this council.

The convention at San Francisco, which as mentioned above, is the seventh, may also be considered un-

tions of the world, particularly Australasia and Asia. At this particular time when the world is going through a period of reconstruction, and business problems are arising which demand the best judgment of the leading thinkers of the world, it is opportune to have the advice of this group of men, none of whom can in any wise be considered novices upon the subjects that agitate the minds of men.

To give a brief survey of the importance of the program of the seventh convention of the National Foreign Trade Council from the standpoint of topics it may be mentioned that nine principal subjects of vital importance to international trade are listed for the first three days of the convention, namely: (1) Relation of Our Productive Capacity to Foreign Trade; (2) Financial Situation; (3) Functions of Imports in Our Foreign Trade; (4) The Future of Export; (5) Part Played by our New Merchant Marine; (6) Need of Bargaining Tariff; (6) Reorganization of Foreign Service of our Government; (8) Value of American Chambers of Commerce Abroad; (9) Machinery for Foreign Trade. These subjects might be divided into three general groups to which the first two above would come under the head of "Fundamentals of Our Foreign Trade"; three, four and five under "Imports and Exports," or in other words, "Commodities, Movements and Handling of Same"; and the last four, under "Foreign Trade Policies," or "The Practical Questions That Are Presenting Themselves."

The fourth day of the convention is as usual scheduled for mere detail. However, one of these details is what is known as "The Final Declaration." This Final

Declaration is the nearest that the council comes in its conventions to adopting set resolutions. In other words the members outline a policy and leave it to the good sense of the interested public and the representatives of the governments, national and state, to adopt into laws the necessary machinery to put into effect the questions discussed, and policies outlined.

#### Productive Capacity and Foreign Trade

In discussing the "Relation of our Productive Capacity to Foreign Trade," the subject is properly divided into historical and problematical. Under the first reading a resume is to be made of what the United States has done with her great natural resources in the way of supplying, first, her domestic orders, and second, the needs of other countries from her great natural resources. Taking into consideration, of course, that the United States' exports prior to the European war, while they were large in quantity and value, they consisted primarily of raw materials and semi-manufactured products. But as deduced from arguments advanced and the statistical data, there has been a wonderful advancement within the past five or six years

gaged in international trade as are exports. While the United States has been able to produce great varieties and large quantities of raw materials, there are still many classes of raw materials produced in other sections of the world which are absolutely necessary for her manufacturers to have in order to carry on manufacturing to the highest degree of satisfaction and efficiency. This is particularly true of the tropical raw materials which are not produced, or if produced at all, in quantities sufficient to meet her wants.

Another phase of imports which is worthy of attention, is the necessity of a parity between exports and imports, especially as to values, in order to maintain a like parity of exchange. Again, it must be remembered that many of the foreign countries are unable to buy manufactured materials from the United States unless they in turn can export the natural products. The discussion of this subject in relation to the preceding subject naturally brings to mind the succeeding topic, "The Future of Exports," and the preceding paragraphs in substance answer many questions that might be raised regarding the future of exports of the United States.



On the Pacific Slope of the United States Fruits of All Kinds are Produced. A Typical Washington Orchard of Young Apple Trees is Shown in This Picture

towards highly manufactured products entering into the exports to various sections of the world, particularly to Europe.

And as a logical conclusion, from the premises advanced on the historical statement of the part the United States has played in the years past, it is easily deduced that the future offers a greater prospect for North America in the foreign trade of the world by the assurance on the part of these and other authorities that the future exports will continue to grow in importance from the standpoint of highly manufactured products.

#### Financial Situation Complicated

The financial situation is viewed with some misgivings, due largely to the unsettled condition of exchange existing at the present, especially in those countries which heretofore have taken the larger portion of American exports. The pound sterling which until a few years ago was the principal medium of international exchange the world over has to some extent been supplanted by "dollar exchange," and conditions point to a continuance or permanence of the dollar exchange. However, it is conceded by all authorities that the readjustment to normal conditions of exchange in foreign moneys would have a beneficent effect upon international trade generally.

The importance of imports in foreign trade is to be forcibly brought out by a number of participants in the convention and the fact should not be lost sight of by anyone directly interested in foreign trade, that imports are fundamentally as essential to a nation en-

As to the part to be played by our new merchant marine, a great deal is to be said; also it must be spoken of in the future tense, for as a matter of fact, but small part has been played so far. However, the events of the last 12 months have begotten on the part of business men of the United States as well as the makers of laws, a desire to provide the United States with a merchant marine which will play an important part in the future, perhaps within the next 10 years. As a matter of fact, while the United States Shipping Board, even handicapped as it is, functions materially, and new lines of steamships have been conceived and in many cases, steamers allocated upon some lines, still there remains much to be done if a real merchant marine is to be inaugurated that will be a factor in the world commerce. What has been done so far, it is true, was in a tentative way, or rather, by way of showing the ultimate intention in the manner of establishing regular lines between the United States and the great trade marts elsewhere in the world. To a certain extent this has been experimental, both as to lines established and the manner of allocating the ships available.

#### Need Bargaining Tariff

The "Needs for Bargaining Tariff" comes nearer to the discussion of controversial questions which smacks somewhat of a local political nature than any other to be brought up before the convention. This, however, not from any desire of the participants to dabble in partisan questions, but from the fact that the tariff which is a purely economic question affecting inter-

national problems, has heretofore been used by some American politicians in the narrowest partisan sense. Be it said, however, to the credit of the members of the National Foreign Trade Council, that they take the broader international viewpoint and convincingly demonstrate that with a properly-framed and correctly-executed law of bargaining tariffs the United States could successfully compete with other nationals in many commodities now viciously handicapped by prevailing tariff laws. Numerous cases could be cited wherein the United States has been made a dumping ground for some products entering into competition with our domestic output, when at the same time the hands of our manufacturers and producers were tied as to any retaliatory measures by our present tariff laws and lack of reciprocal treaty arrangements.

During the two past decades the United States has made wonderful advancement in her foreign service. This is true of the consuls accredited to the State Department and distributed over the entire world. Then, too, as was stated, the federal Department of Commerce a few years ago inaugurated a commercial attaché service which proved of inestimable value to business men of the United States interested in foreign trade. This fact was early recognized and fully appreciated by those in this country, and reluctantly admitted by other competing nations; so much so that several of them copied after our system, and today one will find commercial attaches of the British and French governments or representatives corresponding to our commercial attaches in most every part of the world.

That our Congress has not fully awakened to the importance of these trade representatives and special trade commissioners accredited to the same department of our national government was clearly demonstrated a few months ago, when a subcommittee on the committee of appropriations emasculated the necessary funds to maintain these representatives abroad. In confirmation, however, of the high respect in which this service was held by the business men in touch with international trade situations, such a protest went forward to the members of Congress that the item was restored to the legislative, executive and judicial appropriations bill.

The council in session at San Francisco recognizes these advanced steps and advocates others that would put the United States on a par at least with other countries in the assistance to exporters and importers in the United States.

Belated—with emphasis on belated—the American people have fully awakened to the advantages to be derived from commercial organizations abroad similar to the chambers of commerce of the United States which are doing so much in a constructive way to advance and promote foreign trade. The National For-

eign Trade Council is particularly insistent regarding the importance of American chambers of commerce abroad. Much good along this line has already been accomplished by the Chamber of Commerce of the United States with headquarters at Washington, D. C., in advocacy of the American chambers of commerce abroad, and the representatives of the National Foreign Trade Council were not backward in recognizing this fact, and advancing strong arguments to increase their number.

#### Criticisms Exploded

The last subject on the program, "The Machinery of Foreign Trade," covers a variety of suggestions and includes some salient features which it will be essential to retain its high place in the world's trade. Many of the criticisms frequently launched against the United States as a whole, the business institutions engaged in foreign trade, and the various individuals representing American institutions abroad have been exploded. As a matter of fact, there never was any just ground for many of them, and if all the facts were known some of the severest criticisms could be traced to our competitors, and the fact that these criticisms were repeated by American business men and passed along until they have become quite current is, to express it mildly, greatly to be regretted, in the opinion of authorities, the greatest criticism that could be launched against Americans is their own criticism of their own methods.

In connection with the "Machinery of Foreign Trade," one point that is worthy of note was the recent bill introduced in Congress providing for incorporation of American concerns engaged in foreign trade under a national law. As a matter of fact, in China there are such advantages obtaining in favor of the British that unless legislation of some kind is enacted the American business man in Hong-kong and such trade centers will be considerably handicapped.

A feature connected with this bill, if enacted as introduced, would avoid the necessity of the incorporator under this new federal act of paying excess profit and other species of taxes that he now has to meet. In other words, as one delegate states the matter under the present system there is but little incentive for the American manufacturer to push his trade abroad. He, of course, stands to lose in the keen competition that he has to encounter, and there is no way to offset this loss.

On the other hand, if he should make large profits, under the present taxation system these profits would be taken away from him as excess profits tax. It is believed by those posted on the subject that such remedial legislation will materialize in the near future, and it is likely the National Foreign Trade Council will take the advanced view.



On the Forefront of Export Pacific Trade—the Pacific Slope of the United States and Canada—Canning is an Important Industry. The Interior of a British Columbia Cannery is Shown in This Picture

# Pacific Trade Engrosses United States

Convention Emphasizes Great Opportunities in Vast Trade Area



PACIFIC trade holds the interest of the United States today as never before. The past of this trade is being carefully reviewed, the present is being analyzed and the future is being visualized. In all circles the unescapable fact is being bared and appreciated that untold opportunities are offered the United States in the far reaches of this vast trade mart—opportunities

more susceptible to expansion than to be found in any other part of the world. While it is true that but a few years ago Pacific trade was looked upon largely as a side issue, a sort of by-product to Atlantic trade, today Pacific trade holds a foremost position in the commerce of the United States.

American traders generally are just beginning to fully appreciate that in the Pacific is embraced the preponderant majority of the population of the world; that the Pacific holds the vast proportion of the untapped wealth of the world; that in the Pacific countries are the greatest fields on earth for trade missionary work because peoples of varying color and tongue have yet to become acquainted with literally thousands of articles in common use in the United States and in European countries.

The holding of the seventh annual convention of the Foreign Trade Council at San Francisco this year means that the immediate climax to this great shifting of trade to the Pacific has been reached. The traders of the Americas and the Far East, gathered together on the great Pacific slope of the United States, will reach a better understanding of each other's needs that will mean a greater volume of commerce on the Pacific.

Long has the gospel of Pacific trade been preached in the United States, but only quite recently has it been absorbed and digested. Today American traders are found quite thoroughly conversant with this trade mart.

H. F. Alexander, president of the Pacific Steamship Company, aptly states that "although we on the Pacific Coast have for a long time appreciated the potential trade possibilities of the countries bordering on the Pacific Ocean, it is only recently that there has been a gradual appreciation of the situation in the remainder of the United States.

"Today it is generally recognized that in Asia, Australasia, and the west coast of South America are the greatest undeveloped markets of the world," adds Mr. Alexander. "Even of more importance, these markets are responding in a healthy manner to the pioneering efforts of American shipowners and American salesmen.

## Demands Multiply

"The increased desire to buy which has been evidenced by these peoples during the last few years is evidence that their demands for our products will grow with astonishing rapidity during the next decade."

Welding Ring, of the export and import firm of Mailer & Quereau, one of the best known traders in the United States, speaks as follows of the importance of Pacific trade and what the convention at San Francisco means to this trade:

"It is hardly necessary to point out the great value of this trade that has been growing so steadily and in such large volume in every direction. During my connection with the Chartering Committee of the United States Shipping Board, I became very familiar with the vast volume of business that is constantly moving

outward and inward from the Pacific Coast. This was only limited by the facilities that were offered by steamers and sailing vessels for transportation purposes. Not many years ago the Pacific Coast was looked upon as rather a side issue for American trade, but this has changed absolutely, and the great states of the Pacific are now among the leading members of the Union.

"With the rapidly growing population; with an energy that cannot be excelled anywhere throughout the world, and with a long-sighted vision as to the future, there can be no question as to the continued increase in development and trade. Interior transportation is certain to increase and improve so that the products of the Far East will reach the middle and eastern sections of the United States with comparatively little delay.

"To enumerate the various lines of merchandise in which this trade is engaged would be impossible in a brief space, but they cover so many that are of the utmost importance that we must look to very heavy



Anchorage in the Harbor of Singapore, the Great Commercial Center of the Straits Settlements  
Photographs Copyrighted by Underwood & Underwood

importations from foreign countries to meet the requirements of our people.

"With the inauguration of the Shipping Board, there has been continued development in the amount of American tonnage that is being employed in this vast trade, and there is every reason to believe that this will continue to improve and enlarge. Moderate freight rates are always essential to a large and active business, and these are practically assured by the entrance of the Shipping Board into the freighting field. All points in China, Japan, India and throughout the Far Eastern countries will be covered by steamers flying the United States flag, and there will be ample oppor-

tunity for products to be brought from those distant countries, as well as for our own productions to be exported to them.

"The National Foreign Trade Council's convention will, without question, aid very materially in a much larger world-wide trade than now exists. There is also the very great benefit of coming into close contact with those parties with whom we are dealing in foreign countries, making their personal acquaintance, ascertaining what their requirements are and the peculiarities of trade that must be complied with, and becoming familiar with their financial standing and requirements. This personal contact is always of the utmost value in developing trade and I am sure that a closer knowledge of Far Eastern people will make us realize that our greatest development is in that direction.

"With their population far exceeding that of Europe, and with comparatively few productions, the United States should be in a position to supply nearly every article that the Far Eastern countries require. It is beyond possibility to forecast the very great trade that will in time be developed in China and Japan particularly, and if we are wise in our treatment of the people of those countries, giving them our confidence and trusting in their fairness to carry out all contracts, it will in turn bring about a much greater desire on their part to see that all of their obligations are carefully lived up to.

"Competition will undoubtedly be keen, and it is necessary for the merchants of the United States to



Chinese Carrying Chests of Goods on the Waterfront at Hankow, an Important Chinese Commercial Center

be at all times alert to see that they are not outstripped by European traders. It is very fortunate that the whole of the United States is so thoroughly interested in this development, which will prove that foreign trade is the hope for our continued development throughout the United States. There is the utmost degree of friendship and good will felt by the people of the eastern and middle states of the United States for this new and increasing trade growth throughout the Pacific Coast, and every advance made there is considered as adding to the general benefit of the country."

The economic relation of the nations bordering the Pacific is truly reciprocal and therein lies the basis of the future commerce of that ocean, says Robert H. Patchin, manager of W. R. Grace & Company, and treasurer of the National Foreign Trade Council. In so saying, Mr. Patchin couches in so many words the actual facts of Pacific trade.

"The United States, Japan, Russia, China, India, Australasia, and the countries of South and Central America, all produce commodities required by the others, and each needs for its life or industry merchandise from the others," says Mr. Patchin.

"The enormous populations on the other side of the Pacific offer to American producers and merchants encouraging inducements and their raw and semi-manufactured materials are required in ever-increasing volume by the industries of America and to supplement our foodstuff resources.

#### Part Played by Pacific Ports

"The ports of the Pacific Coast serve not only as points of entry for merchandise consumed here, but as clearing houses for transshipment, as the ports of the United Kingdom and Germany have served the trade of Europe.

"The industrial development of Japan has been one of the positive economic developments of the war. China is at the threshold of a similar development of manufacturing industry, while Australia, thrown more than ever upon her own resources by the curtailment of imports during the war, is similarly increasing manufacturing for her own needs.

"Americans should take satisfaction not alone in their own Pacific-borne exports and imports but in the argosies of commerce that criss-cross the great ocean in every direction, for greater trade for all means greater trade for each, greater productiveness, greater ability to pay, greater desire for continued peace.

"The growing travel of all nationalities in all directions across the Pacific, the steady expansion of old steamship services and the establishment of new services; the disposition of American capital to invest in China, as soon as proper safeguards can be provided—all these factors demonstrate that the Pacific basin is bound to be the theater of the great commercial, as well as political events, of the twentieth century."

It would be difficult to overestimate the possibilities of the importance of Pacific trade, and likewise of the service to American foreign trade of the Pacific ports, declares O. K. Davis, secretary of the National Foreign Trade Council, and one of America's foremost hard-hitting trade promoters.

#### Development Only Started

"The trade with more than half the population of the world that resides in the countries on the other side of the Pacific Ocean, which has already reached very large proportions, is only beginning to develop," says Mr. Davis. "Most of the people in many Far Eastern countries are living in a state of poverty and under-development, with their power of consumption at the minimum. In a very large degree they are without adequate means of transportation, which is the very foundation of civilization.

"But the development of transportation in the Far East is bound to progress with increasing rapidity within the next few years. As it progresses, the power of those people to take care of their physical wants will improve, their demands will increase, and at the same time their means of satisfying those demands will increase.

"When we begin to speculate about the possibilities of trade, with peoples aggregating a billion or more in number, it is difficult to fix a limit. The great possibilities for American trade expansion are in the Far East—across the Pacific Ocean—and our Pacific ports must play an important part in this development."

(Continued on page 96)



# American Motion Picture Industry on Eve of Tremendous Expansion

By ROY ALDEN

## 1. American Films at Home and Abroad



**U**N considering what the future holds for the motion picture industry of the United States, all that is necessary to do in reaching a definite conclusion is to look across the great expanses of water to other lands and sense the possibilities that are veritably flaunted in the atmosphere. The making of motion pictures, which in the space of but a few years has obtained a rating as one of the world's greatest industries, with the United States as the seat of production, is still "in the sunrise" of its life as far as the actual demand for films is concerned. Tremendous possibilities await the pro-

ducers of motion pictures and the leaders of the industry in the United States are coming to appreciate this fact and plan for the future.

houses are now absorbing a great percentage of the throngs that formerly took to the saloons and cafes. The gross revenue of the motion picture theaters of the United States for 1919 was estimated at about \$800,000,000, as against an estimated gross revenue of \$675,000,000 in 1918. The total investment in motion picture houses in this country is about \$800,000,000, and this figure is constantly increasing. A recent inquiry revealed that there were 1,200 new motion picture houses being built in the United States at an estimated cost of \$72,000,000, with a cost of \$300 per seat.

The United States, with its 15,000 motion picture houses, has nearly as many theaters affording this form of entertainment as the rest of the world combined



At Work on an Outdoor Location



Taking a "Lottery Man" Scene

ducer of motion pictures and the leaders of the industry in the United States are coming to appreciate this fact and plan for the future.

Today the capital invested in all branches of the motion picture industry in the United States is estimated at about \$250,000,000, and it is safe to predict that within another decade or sooner this figure will be doubled. The amount of film footage, including negative and positive stock, used in the United States is increasing at the rate of about 200,000,000 feet per year. In 1917 about 400,000,000 feet were used; this number increased to 600,000,000 in 1918, and in 1919 it was estimated that nearly 800,000,000 feet were used. There is hardly a hamlet, village, town or city in the United States in which the motion picture house does not play a leading part today in the entertainment of residents. A recent survey showed that there were 15,000 motion picture houses in this country and that the estimated daily attendance is 15,000,000. Since the close of the war the number of theatres has materially increased, and with the advent of nation-wide prohibition the attendance has shown such a remarkable expansion that the current year is expected to record the greatest boom in the history of motion picture showing in this country. In one western city of 450,000 people the motion picture business doubled in a short period after the saloons were closed. The "screen"

It is estimated that outside of the United States there are about 17,500 motion picture houses. All the motion picture films being shown in the entire Republic of China, teeming with its 400,000,000 of people, would not "feed" the machines of the metropolitan American city for a week—a fact that brings strikingly home the vast opportunities for expansion that lie in foreign markets, especially in the Pacific.

### No Houses in Interior China

From a firm in Chungking, China, center of a great productive area in the interior of the republic, and claiming 10,000,000 people in the province of which it is the distributing center, comes this statement:

"American moving pictures are not known here. No theaters are available because of the lack of initiative."

No moving picture houses in a district claiming millions of people in this day and age!

What is true in the Chungking district in China is true in many other parts of the world. American energy and initiative is in demand and it should be forthcoming.

When it is considered that about 10,000,000 feet of positive film are consumed every week in the United States and that in many countries of the Far East, Africa and elsewhere in the world, with millions of people to cater to, there are no motion picture houses



whatever, the possibilities of the future of this industry can be quickly sensed. While today the industry is of unusual proportions, the income of the American film producers being about \$90,000,000 annually, with a cost of production of about \$70,000,000 it will undoubtedly expand with great rapidity as soon as the marketing of motion pictures in the export trade is undertaken in a vigorous manner.

The motion picture business in the United States now gives employment directly or indirectly to about 250,000 people, according to the best information obtainable. Productions are mainly made on the Pacific Coast, especially in southern California, and there are about 35 studios with an annual payroll estimated at

imports of exposed film by the United States strikingly emphasize the increased production in the United States: 1914, \$1,009,469; 1915, \$411,999; 1916, \$256,332; 1917, \$244,926; 1918, \$124,910; 1919, \$115,062.

#### Cultivate Foreign Markets

As soon as the war ended, the motion picture magnates of the United States turned their attention to the cultivation of foreign markets. Virtually all of the big producing companies of this country have completed surveys of the various markets of the world, especially in the Pacific field. These surveys revealed opportunities of immeasurable proportions for the American motion picture, and distributing houses for



A Night Scene Being Filmed at a Los Angeles "Camp"

\$12,000,000, exclusive of the salaries of the "big stars." Local purchases made at Hollywood, popularly called the "motion picture capital of the world," and other producing localities, run about \$4,000,000 a year.

Exportation of motion pictures from the United States has substantially increased in the last five-year period. In the 1914 fiscal year 32,690,104 lineal feet of exposed film, valued at \$282,924, were shipped in export trade from the United States, and in the 1919 calendar year the total exports of exposed film from this country amounted to 153,273,260 lineal feet, valued at \$8,066,723. While the export trade in motion pictures has consistently expanded, the importation of exposed film by the United States from other countries has consistently decreased. The following figures of

American films are now being established through Central and South America, Australasia and the Far East.

The shipping of motion pictures to foreign lands has virtually created a new branch of work in the studios, owing to the intricate procedure which has to be undergone. In many of the studios two "takes," as a negative is known at the picture camps, are made of each picture. One of the "takes" is for domestic consumption and the other for foreign consumption. The taking of two separate pictures of each production means that there are always two cameras on every "set" and "location." One camera man makes the domestic "take," while a second camera man makes the negative to be supplied abroad.

After these two films leave the camera both go to the same laboratory for development. In the laboratory, each "take" receives exactly the same treatment, but once the development is complete the similarity in the procedure of handling these two films then ends.

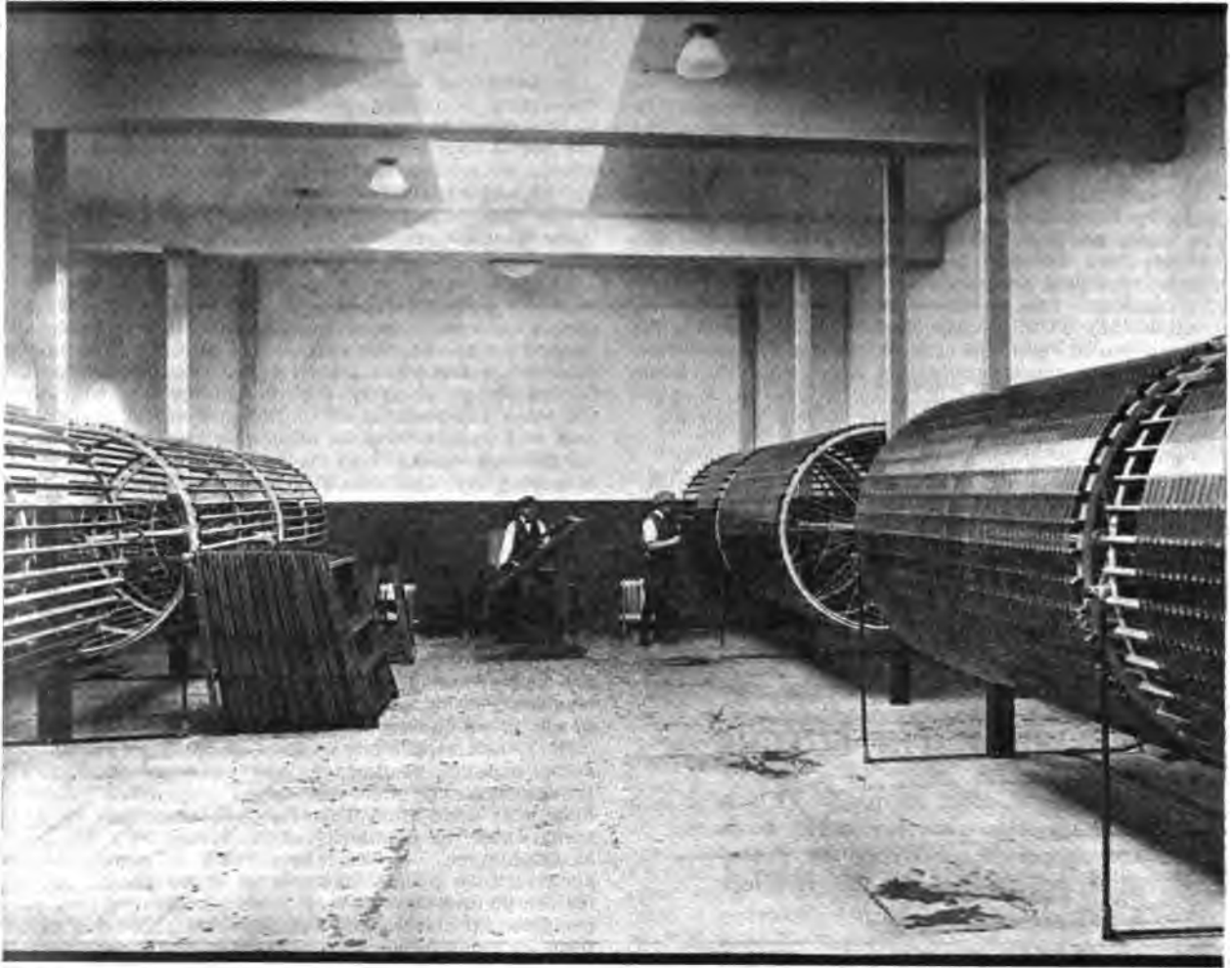
The domestic "take" is cut and assembled, the various scenes being arranged in their right order so as to give proper sequence and coherence to the story, and then a trial or test print is made for projection at the studio. In the projection room this working print is gone over again and again until it is made perfect. So much for the domestic negative and print.

When the foreign "take" comes from the laboratory it is held to be cut and titled at the same time the

in a country can be printed in that country instead of the United States, from where it would be necessary to ship them abroad.

#### How Titles are Made

The titles which appear upon the screen are made entirely separate from the production film. They are "shot" by the same cameras sometimes, but under different lighting arrangements. These titles are first written on white paper with a typewriter and are then photographed and inserted in the photoplay at the different points designated by the scenario. In this form they are known as "working" titles. After they have been passed upon in the projecting room they are then



Film Drying Room at a Big Moving Picture Plant in California

negative for the domestic "take" is cut. This operation always takes place after the working print has been assembled and passed upon. Both negatives are cut to correspond with the working print. The foreign "take" is always shipped to whatever country the company plans to show the picture, and there sufficient prints are made at some film-printing establishment to supply all picture houses in that particular country.

The reason negative film is frequently shipped out of the country instead of positive is that negative is classified as "raw product" and the duty charged is much less than on the finished picture. Then, too, there is the matter of freight rates to be considered, and there is an appreciable saving in shipping charges when the vast number of positive prints required for exhibition

sent to a title printer, who prepares them properly for the picture as it appears on the screen. The wording, in white letters, is "processed" into black cards known as title cards. If art titles are to be used, they are prepared either by an artist or, if they are to be photographic titles, by the camera man.

When the titles have been prepared by the printer they are then photographed twice so that there will be a title negative for foreign countries as well as a title negative for use at home. For foreign countries, the titles, of course, are translated into the language of whatever country they are to be shown.

When the United States first started to export motion pictures considerable disfavor was created in many countries because the prints that were shipped abroad

had in many instances run their course in this country and should have been relegated to the discard. However, the exportation of motion pictures has now been placed on a solid basis by American companies and they are well prepared to cater to foreign markets in a thoroughly satisfactory manner. Not only are the American producers and distributors sending representatives abroad to market their products, but they are launching an educational campaign in many countries to the end that American pictures will appear on the screen in their true light. In many parts of the Orient ignorance in the handling of the films had impaired their worth and they were distasteful to view. One of the greatest difficulties encountered in popularizing the motion picture in many countries was the lack of experienced operators of projection machines. Under the guidance of American representatives, skilled operators are now becoming available.

The same careful surveys of the different countries must be made of the marketing of motion pictures in foreign trade as in marketing any other product. In fact, a more thorough appreciation of the tastes and characteristics of the various peoples is necessary. In most of the South American countries, motion pictures that feature scenes in which elegant gowns are worn by women, and are of a breezy character that are based on plots involving high social circles, cafe life, etc., are the most popular. The Spanish-speaking peoples of South America are keen on the latest styles and fashions. This is true of all classes—the well-to-do because they want to keep abreast of the times in the fashion world, and the poorer classes because they find food for great satisfaction in viewing the latest creations. The bombastic pictures of the so-called "Wild West" type find little favor in South America.

#### Society Attends in Peru

While the showing of motion pictures is, in fact, still in the early stages in South America, and there are wonderful possibilities in the various countries of the southern continent, the "picture theater" plays an important role in the social affairs of many of the big cities. In Lima, Peru, society generally turns out en masse every Friday afternoon at the leading motion picture houses in that city.

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## WHAT OF THE FUTURE

sources of meat supply? This is the question that forms the basis of an article analyzing the potential possibilities of the reindeer appearing in

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## PACIFIC PORTS for JULY

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Pictures that may elicit no offense when shown in the United States may be held with disfavor in certain foreign countries where the sensibilities of the people are easier to wound and where the different governments wield more influence over what should reach the eye or the mind of their people than in the United States. For instance, in French Indo China, any pictures that show methods of burglary are bitterly condemned not only by the Government, but by the well-educated classes. It is contended that this class of pictures teach the natives how to rob people. The natives of French Indo China like comedies or dramas and are also fond of pictures showing scenes taken in other countries. Titles for pictures to be shown in French

Indo China should be written in both French and Chinese characters.

To write titles that will be understood by the masses in China is a task of monumental proportions. Just how many different dialects are spoken in China is uncertain, but the writer knows of one comprador who worked for an American firm in Shanghai who spoke 36 different dialects. Inasmuch as the showing of moving pictures in China today is restricted largely to the seaboard cities and in the capital, the problem of writing titles that will be understood by all is a problem of the future. If there is one movement in China today, in addition to the movement designed to eliminate the cheapness of coolie muscle, that is of great significance to the American moving picture producer it is the movement to bring about a standardization of the Chinese language.

#### Plan More Severe Censorship

In Japan the authorities are planning a more rigid censorship of motion picture films, chiefly because it is contended in some quarters that the present existing social unrest in the Empire is aggravated by the filming of foreign pictures, involving dramas of class hatred and violence.

The film censors of the Osaka prefecture describe these films as "assisting the propagation of dangerous ideas."

There is already a severe censoring of all films and yards of celluloid showing an ultra-sentimental scene, such as the meeting of long-separated lovers, which is clipped off by the film censors. Kissing is particularly objected to and often a love drama that ends in a kiss terminates so abruptly that for the person who does not know the restrictions in Japan, there is an impression of a bad finish to an otherwise excellent picture.

Although Osaka may be contemplating a further censoring the films shown in that prefecture, the Tokyo prefectural film censors declare there is no intention to extend the present censorship there. The present censorship of films was established in July, 1917, and is thought to be quite sufficient so far. The censor added that importers will not import films that are calculated to cause social unrest because the authorities will not allow these to be screened. In his opinion, the films that come from America to this country are very good ones, and while affording pleasant relaxation, contain nothing objectionable that can be said to aid in producing unrest.

In Australasia, embracing Australia, New Zealand and Tasmania, motion pictures are very popular, although there is room for great expansion. Recent figures at hand from Tasmania, which is part of Australia, show the popularity of the screen as a means of entertainment. In Tasmania, with a population of about 210,000 people, upwards of 40,000 people patronize the picture shows every week. Audiences as a rule comprise all classes and the prices of admission range from six cents to 60 cents, plus federal and state amusement taxes. Programs are changed bi-weekly. Good drama in Tasmania is declared to be the most popular type of film, although scenic and good comic pictures are also in considerable favor.

"American pictures seem to be far ahead of any others from the standpoint of public favor, and so far as we know, there are no improvements that can be suggested," says E. Ross, of H. Jones & Company, Ltd., of Hobart.

What Mr. Ross reports as true in Tasmania is true generally speaking, in every other country in the Pacific where they are shown. While it seems unlikely that European producers can dislodge the American pictures in any markets in which they have obtained a foothold, American makers and distributors must bear in mind that competition in all lines has again become warm and that the bidding for the trade of

(Continued on page 104)

# How Overseas Traders Can Market Their Products in America

By JOS. McELROY, 3rd



JUST as the United States of America has purchased extensively of a wide variety of articles from foreign firms in the past, it will continue to be a heavy purchaser in the future. The population of the country is constantly increasing, and the needs of its people are multiplying. The plane of living is higher than ever before and there is no desire on the part of either capitalist or laborer to live on a cheaper plane than that existing at the present day. Quite the contrary all classes of society are endeavoring to press forward and live in a still better manner, if it is possible to do so. Since this is so it naturally follows that articles which at one time were considered as luxuries by the very wealthy will be purchased by those of the great middle class. Such articles may come under the heading of clothing, jewelry, furniture, musical instruments, laces, food stuffs, etc.

While it is true that the United States is a very large manufacturing country, and also is a large cattle producing and agricultural country and has great mines in certain sections, it is equally true that the products of the country will not fully satisfy the demands and desires of the people, if articles of foreign make can be secured which may be more fanciful in design, different in texture or in shape or which may differ in some other manner from the product made in the United States.

Turning for a moment to another angle of the discussion I would advise the foreign merchants to consider the American merchant marine which came into existence during the war; it is true that previous to the great world war America had practically no merchant marine, but during the war there was a large number of vessels of various size built in a marvelously short time and this work is still proceeding.

The United States of America is determined that its merchant marine shall be found in all corners of the globe and the manufacturers of the United States need these ships to carry their exports abroad. In order that the ships may run economically and profitably it is quite necessary that return cargoes be found, and I believe that the foreign merchant will be able to secure rapid and regular sailings from his country to the United States at an economical rate of freight as soon as the war conditions have entirely subsided. This will also help him to enter this great market with his products.

## Wise and Experienced

If a man who owns an automobile which is in need of repair, is wise and experienced he takes the automobile to a garage which is equipped with a first-class machine shop and machinists who are experienced and skilled in the repairing of automobiles. If this is done the machine is fixed properly and gives good service and satisfaction to the owner for a long period of time. If, however, the owner is inexperienced and takes the automobile to a blacksmith to be repaired, he is very apt to have an inefficient job done and to have the machine break down in a short time and cause him considerable discomfort as well as expense, so that he would probably say to a friend who has contemplated purchasing an automobile that they were very unsatisfactory, that he had tried one and found that not only were they unsatisfactory but that they were also very expensive and in the future he was not

going to own an automobile but would content himself with a horse and carriage.

The problem which confronts the foreign merchant who wishes to sell his goods in the United States is exactly similar. If he selects the proper sales agent and listens to his advice it is very probable that he will be successful in marketing his goods. But if he follows the example of the automobile owner who went to the blacksmith, he will probably eventually say that he does not care to export merchandise to the United States, that he has tried it and found it very discouraging and unprofitable.

I do not advise a foreign merchant sending a salesman from his own country and of his own nationality to the United States to sell goods. It may be good business to send some one to assist the American sales agent, some one who is thoroughly experienced and who understands the making or the growing or the harvesting of the article that is sold here. Many young men in foreign countries are taught to speak English during their school years, but the fact that they can speak English is not sufficient training for the sale of foreign goods in the United States.

## Requires to Be Shown

The average American citizen is not demonstrative as is the case with citizens of certain nations. Neither is he coldly hostile as is the case with citizens of some other nations. He usually has to be shown in detail all of the good qualities of the article he is expected to purchase and it is frequently necessary to also show him why he should purchase the article. The mere fact that it is a good article or a cheap article is not sufficient inducement in many cases for the American merchant to purchase the article in question. Unless the salesman is a native of the United States or one who understands the customs and the habits of its people as well as thoroughly understanding its language, including its business terms and sometimes, its slang phrases, the sale may not be made.

American business men as a rule in the wholesale trade have office hours from 9 to 5 with the noon lunch hour of 12 to 1 or 1 to 2, and in addition to this, their place of business probably closes at 12 o'clock on Saturday. This means that they are exceedingly busy through all of the working hours and cannot take time to leisurely examine articles as is the case in most other countries. Therefore if a foreign salesman is endeavoring to make the sale, not knowing exactly what to say and how to say it, and having probably only 15 minutes, or at the most half an hour of the prospective purchaser's time, it is very probable that he would fail.

There are many American import firms who for many years have made a business of importing raw products of various kinds, the foreign merchants sending these to them frequently on consignment, the import firms selling the goods at the best possible price according to the state of market and crediting the foreign merchant or producer with the proceeds, less a moderate commission. Most of these houses are honest and efficient having their own staff of clerks trained in the knowledge of all of the details of passing the goods through the United States customs house. Thus they are able to have the shipment brought into the country with the least trouble and also at the least expense. Like many foreign countries the United States government assesses duty on various products according to its published tariff.

If an inexperienced agent in the United States endeavors to have a shipment cleared through the United States customs house, he will find it decidedly necessary to employ a custom house broker to do this for him, and, if the documents have not been properly made out at the time the shipment was made, there will be the same amount of difficulty and in fact a fine just as there is in many foreign countries.

Some of the American import houses have even become more than proficient, they have become experts, on the various foreign articles that they import into the United States. As an instance of the loss that can take place, if the American sales agent is not selected carefully and wisely, I was told of an incident in connection with a large consignment of coffee.

For some years an American import firm had always succeeded in obtaining a higher price for this coffee than was obtained for coffee from other sections of Central or South America. This was due solely to the fact that this particular coffee was of a better quality and the importing firm, being experts in coffee, knew this fact and could demonstrate it to the prospective buyer in the United States. Furthermore they knew who were the buyers of the best grade of coffee obtainable, and they did not present

Having satisfied himself as to these points the question of financial ability would probably naturally come up, but this is not so important as the points that were previously mentioned because the financing of the sale is a detail that could probably be arranged easily between the salesman and the merchant, providing both parties were satisfied on all other points.

Having selected an American sales agent in whom you have confidence and who is in a position to do the necessary amount of traveling throughout the United States that might be necessary to market the products in question, it is then very desirable that the foreign merchant accept the recommendations of the American sales agent and comply with them if it is at all possible for him to do so.

#### Have Confidence In Your Agent

In other words, have an agent in whom you can have full confidence; if you cannot have full confidence in the sales agent then he is not the right man to handle the article in question and the entire arrangement is void.

The United States being a large country, some of its states being as large as some foreign countries, it naturally follows that the customs of the people

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## The American Sales Agent

"The United States being a large country, some of its states being as large as many foreign countries, it naturally follows that the customs of the people in different sections vary greatly. Therefore, what sells in one section of the country may not sell in another section, and the expert American sales agent will know which section of the country to visit in order to introduce the article in question. He also will know whether the article should be sold to jobbers, retail dealers, or direct to the consuming American public. A mistake made in the method of selling would probably be fatal to the entire sale of the article."

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this coffee to any except merchants of this class. Another firm of importing merchants who were perfectly honest but who were not coffee experts but general importers, solicited this business from the producer of the coffee, offering to market his product at a lower rate of commission. The merchant accepted the offer and sent the next large consignment of this first grade coffee to the general importers in question. They placed the coffee in warehouses after having it cleared through the custom house and sent out their salesman to sell this coffee for the producer. These salesmen were men who sold hardware, machinery and other kindred articles. They therefore did not perceive or know of their own knowledge that this coffee was of superior quality to any coffee that was then being offered to the coffee trade in New York City. The result was that the coffee was sold at the same price that coffee of any ordinary grade was bringing and the producer lost a considerable sum of money in consequence.

I quote this instance to illustrate the point that care should be exercised in selecting the American sales agent, it being not only necessary to ascertain if he is reliable and honest but also if he is familiar with the various qualities of the article that he is to sell. If the article to be marketed is a manufactured article, or a branded article, it would be preferable to select an individual to market the article, though in this case care should be taken that the foreign merchant satisfy himself as to the personality, honesty, general reputation, and character of the man in question.

in different sections differ greatly. Therefore what sells in one section of the country may not sell in another section and the expert American sales agent will know which section of the country to visit in order to introduce the article in question. He also will know whether the article should be sold to jobbers or to retail dealers or direct to the consuming American public. A mistake made in the method of selling would probably be fatal to the entire sale of the article.

The American sales agent also will be familiar with the terms and cash discount usually granted in any particular line, and will be in a position to obtain concise and accurate financial reports on American purchasing firms from proper sources such as the large credit agencies that exist in the United States solely for this purpose, and also from the banks. In most cases the American buyer will not hesitate to give a financial statement to foreign merchants and will not feel affronted at being asked for this as would be the case in doing business with some foreign countries in different sections of the world.

It must be remembered that living expenses are high in the United States and the American sales agent must live as befits the dignity of the house that he represents, therefore the commissions granted him must be sufficient for his needs and if the rate of commission is once determined the foreign merchant must not feel that the sum paid the American sales agent is too large, but rather must remember that if the commissions amount to a large sum it is only because the

(Continued on page 96)

# Feeling the Pulse of Pacific Markets

## Concrete Information on Trade Opportunities in Many Fields

**L**IMA, Peru.—German trade emissaries have launched vigorous drives for orders in many parts of South America, although they are not as active on the west coast as in Argentina and Brazil. They are meeting with considerable success, owing to the temptingly low prices offered. "Cheapness" seems to be the Germans' chief selling talk. Market conditions here are very active. There is a particularly healthy demand for earthenware. While the British are attempting to make inroads in the cement market the American suppliers are still holding their ground. Business is good throughout the country and prospects for the future are bright.

**M**ADRAS, India.—There is an active market here for virtually all kinds of motor vehicles, from motorcycles to trucks. In passenger cars the popular-priced variety are in greatest demand, the market for the higher-priced machines being very limited. The use of motor busses is becoming more and more extensive and American manufacturers are offered an excellent opportunity to meet the demand for these vehicles. American manufacturers of bicycles can also market their product here to good advantage. Graphophones, stationers' supplies and fountain pens are also in demand.

**B**RISBANE, Australia.—There is a good market here for all classes of piece goods—cotton, wool and silk. Cotton tweeds, khaki, drills, ducks, sheetings, and shirtings are all in demand. As buying from the United States has been at low ebb for several months, owing to the unfavorable exchange, stocks are getting low and imports are expected to substantially increase soon, as there is a shortage in many lines. There are quantities of substance that is going to waste as a by-product that may have a commercial value in the United States. It contains a liberal percentage of anhydrous lanoline (wool wax) and ash. This product can be shipped in either tins or casks.

**H**ANKOW, China.—American goods in demand in this section include railway and electrical materials, lumber, iron and steel, cotton textiles and cotton-mill machinery. Business is good. New lines of American goods which should move well here are flour-mill machinery, oil-mill machinery, coal-mining machinery, iron-mining machinery, motor engines, structural steel material, heating plants, plumbing materials and desiccated egg mills. Intensive educational campaigns, either by salesmen or by advertising, should be waged in order to promote sales of machinery of all kinds. Prevailing terms of credit asked are 30 to 90 days.

**B**ATAVIA, Java.—American exporting manufacturers, in order to make the greatest headway in the Dutch East Indies, should send a liberal supply of samples. Many importing houses declare it is impossible to do any substantial business without samples, as samples are a factor of immeasurable importance in marketing goods. In addition, the samples can be displayed in the show rooms to good effect. American lines which are in demand here include textiles, cotton piece goods, canned goods, cycle tires, cycle tubes, hosiery, soaps and scents, hair lotions, brilliantine, face powders, boots and shoes, provisions of almost every description, wire nails, lead, condensed milk, chocolates, jams and jellies, pencils, fountain pens socks and toys.

**M**ANILA, P. I.—There is probably more jewelry sold per capita in the Philippine Islands than any other place in the world. Savings and surplus capital have in the past largely been invested in jewelry, especially diamonds. This custom still prevails to a great extent in spite of the fact that strong banks have been established and the security of property assured. Most of the Filipino jewelers are manufacturers, buying cut stones and gold scrap and working it up into rings, earrings, necklaces, combs, etc. Some of the old hand-made Philippine jewelry is very beautiful and most of it has been handed down from generation to generation as family heirlooms. False jewelry of any kind, fake stones and plated metal will find no market in the Philippines. These people know jewelry and have been in the habit of using the best obtainable.

**C**HUNGKING, China.—American lines not now imported here to any appreciable degree but which should find a ready market, include boots and shoes, builders' hardware, dyes, soaps, soda ash and toys. In American dyes, drugs, soaps, hardware, soda ash, boots and shoes, watches, clocks, piece goods, groceries, notions, toys, paints, varnishes and confectionery there should be a trade in this city of at least \$1,000,000 a year. American houses could obtain the bulk of this trade by extensive advertising in local papers and posters. A permanent exhibit of American goods in a city like Chungking, in the opinion of J. H. McCartney, of the American Chinese Drug Company, would be the greatest aid to trade. The population of this province is 60,000,000. Correspondence in English with the leading firms in this district is satisfactory.

**T**OKYO, Japan.—First shipment of steam rollers, trucks, rotary sweepers and other tools used in the formation of tarvia roads have been ordered from the United States to be used in an extensive paving scheme that embraces Tokyo, Kyoto, Kobe and Osaka. Improvements to the streets of Tokyo, it is estimated, will cover a period of ten years, and that of Osaka about the same time. Osaka is planning to spend 200,000,000 yen in civic improvements. There will be a paved highway 60 to 75 feet wide from Tokyo to Yokohama, a distance of about 20 miles. Tokyo plans the expenditure of 38,000,000 yen within the next ten years in road and boulevard construction. These projects, when completed, will make Japan a great market for automobiles.

**W**ELLINGTON, New Zealand.—Immigration to New Zealand in the near future is expected to assume the proportions of 1,000 a month, and it is anticipated that a liberal percentage of this number will take up land. As the result of this heavy immigration, the year 1920 is expected to see a material increase in imports, particularly in farming requisites. The outlook for the future in New Zealand is excellent. Collections are very satisfactory and business is very good. While the unsatisfactory position of the rate of exchange and the scarcity of shipping space are great handicaps, American trade continues in a fairly healthy condition. The imports from the United States in greatest demand here are agricultural implements and machines, motor cars, cereal foods, office requisites and dry goods. An excellent market is also reported for American fruits, particularly oranges.



# Putting the X-Ray on Statistics

## Picking Meaningful Facts from Bare Sets of Figures

**T**OTAL annual production of milk in the United States is estimated at 87,905,000,000 pounds. This production, according to the Dairy Products National Association, is used as follows: 44½ per cent is consumed as milk; 36 per cent goes into butter; 4½ per cent into cheese; 4½ per cent into condensed milk; 4 per cent into ice cream; 4 per cent for feeding purposes, and 2½ per cent is wasted. Of the total production of 87,905,000,000 pounds of milk, only 2,530,000,000 pounds or about 3 per cent is converted into cheese, butter and condensed milk for exportation. The United States at present has about 23,467,000 cows, as against 20,625,000 cows in pre-war times. Germany continues to hold second place in cow population, having about 7,683,000 cows, as against 11,000,000 cows before the war.

**E**XPORTS from the United States to China more approximated our imports from that country in the 1919 calendar year than for years past. In 1919 the total United States exports to China were valued at \$105,514,962, as compared with imports valued at \$154,153,751. In 1918 the United States exported goods valued at \$52,570,579, as against imports totaling \$110,970,969, and in 1917 this country exported \$40,292,059 worth of goods, as against imports worth \$125,106,020. These figures testify to the increasing importance of the Oriental market to the United States trade. To Japanese leased territory in China the United States exported goods valued at \$12,735,007 in 1919, compared with imports valued at \$15,492,291. Trade balance between Hongkong and the United States in the 1919 calendar year was remarkably close. Imports from Hongkong totaled \$22,118,739, and exports from the United States to Hongkong were valued at \$22,092,880.

**A**DVANCE in the average price of hogs per 100 pounds received by producers in the United States since 1916 continued without break from 1916 to August, 1919, during which the price increased from \$7.07 to \$19.30. Since August, 1919, the fall from month to month was continuous to \$12.66 in December, followed by a rise to \$13.36 in January, 1920, or \$2.33 below the January price in 1919. The average price of sheep per 100 pounds received by producers throughout the year had an upward movement from 1913 to 1918, from \$4.54 to \$10.94, the principal increase being in 1917. The average for 1919, \$9.58, was a drop of \$1.36 from that of 1918, or 12 per cent. From 1915 to 1918, the average price of beef cattle for 100 pounds to producers invariably advanced from year to year in each month, and the advance continued from 1918 to 1919 until May, after which month the average price in 1919 fell below that of 1918 in each month. The average price for January, 1920, was \$8.99, or 66 cents below that for January, 1919.

**T**HE total mineral output of Canada in 1919, valued at \$173,075,913, was a decrease of \$38,825,984 over the value of the output of 1918. Of the total output, metallics contributed \$72,401,829; non-metallics, \$74,919,392, and structural minerals and clay products, \$25,753,692. Nickel led in the metallic list with a contribution of 44,542,953 pounds, valued at \$17,817,181. Silver was a close second, with \$15,675,134 ounces, valued at \$17,418,522. Gold ranked third, with 767,167 ounces, valued at \$15,853,749, overtopping copper, with a production of 75,124,653 pounds, valued at \$14,041,549. Lead, 43,895,888 pounds, valued at \$3,057,786, and zinc, 31,738,869 pounds, valued at \$3,328,998, complete the list of substantial producers.

**C**OMPARISON of figures of February, 1920, with those of identical establishments for February, 1919, showed that in eleven major industries of the United States there was an increase in the number of persons employed, while in two there was a decrease. The largest increase, 124.9 per cent, is shown in the woolen industry, while cotton finishing and men's ready-made clothing show percentage increases of 52.3 and 50.2 per cent, respectively. Decreases of 15.9 per cent in car building and repairing, and 9.7 per cent in cigar manufacturing are shown. Twelve of the 13 industries show an increase in the total amount of the payroll for February, 1920, as compared with February, 1919, and one shows a decrease. The most important percentage increases—252.4 and 137.9—appear in woolen and men's ready-made clothing.

**C**ONSUMPTION of wool in the United States in 1919 was 113,000,000 pounds, or 15 per cent less than in 1918. The decrease was confined wholly to the medium and coarser wools, the decrease in these grades offsetting a marked increase in the consumption of finer wools and a slight increase in carpet wools. The total consumption of wool in 1919 was 627,000,000 pounds, grease equivalent, or about five and three-fourths pounds for every man, woman and child in the United States. Wool consumed during February, 1920, was less than that used in January of this year, but more than twice as much as was used during the corresponding month last year. On a grease equivalent basis the amount consumed was 63,700,000 pounds in February, 1920, compared with 72,700,000 pounds in January, 1920, and 27,000,000 pounds in February, 1919.

**P**RICES of boots and shoes have apparently no terrors for the American public. The quantity of material being imported for their manufacture is two and one-half times as much as last year, and the sums being paid therefor four times as much. The quantity of hides imported into the United States in the seven months ending with January, 1920, says The National City Bank of New York, is 545,000,000 pounds, against 210,000,000 in the same months of last year, and the stated value \$241,000,000, against \$59,000,000 in the same months of last year. The quantity of calf skins imported in the seven months ending with January, 1920, is 50,000,000 pounds, valued at \$27,000,000, against less than 3,000,000 pounds, valued at a little over \$1,000,000, in 1919, while the average import price in January, 1920, is 56.6 cents per pound, against 18.4 cents at the termination of the war, November, 1918.

**E**XPORTS from the United States to Asia and Oceania combined have increased more than 400 per cent since 1914, while the imports from countries in this trade mart by the United States in this period have increased about 255 per cent. In 1914 this country's exports to Asia and Oceania were valued at \$176,402,751, and in 1919 this figure swelled to \$899,561,279. The official statistics show that America's imports from Asia and Oceania still far outbalance the exports. The total of imports in 1914 was \$315,176,388, compared with a total of \$1,196,352,233 in 1919. From the trade area known as Asia and Oceania the United States draws the great bulk of its imports, the next source being North America, including Canada, Central America, Mexico, West Indies and Bermuda. Total imports by the United States from North American countries in 1918 were valued at \$1,157,771,286.

# Presenting Nerve Centers of U. S. Industry to Overseas Traders

## 2. Detroit, Akron, Cleveland



THREE manufacturing centers of the United States that sponsor a great variety of exports in transpacific trade and absorb substantial quantities of overseas Pacific raw materials are Detroit, Akron and Cleveland. Detroit and Akron are known the world over for an outstanding industry, the former as the seat of motor vehicle production, and the latter as the rubber capital of the United States. Cleveland is one of America's foremost manufacturing centers, with a wide variety of important industries.

Detroit, with a population of more than 1,000,000, is one of the most genuinely distinctive manufacturing centers in the United States. Visualize Detroit and you visualize the heart of the great automotive industry of the country. For nearly half a century Detroit has gained its greatest source of prosperity from the manufacturing industry, ranking fourth among the industrial centers of the nation in 1919, with 3,100 establishments, 310,000 employees and a product of about \$1,400,000,000.

The automobile industry gives work to more than half the industrial employees of the city and suburbs, and accounts for more than half the whole productive value. Production of motor cars in Detroit in 1919 amounted to approximately 1,110,000, with a value of more than \$800,000,000. The direct export of automobiles and their parts in 1919 approximated \$35,000,000. In the last four months of the year they exceeded \$3,500,000 a month. The exports at the seaboard ports represent at least an equal amount.

It was not by accident that Detroit became the largest center of automobile construction in the world. It was in this city and vicinity that Henry Ford and R. E. Olds carried on for years experiments and tests with the view of devising "a vehicle that should be propelled by power generated within itself." When they had reached a stage at which the idea promised a commercial success they found in Detroit the ideal conditions for the venture.

There were here more gas engine workers and more gas engines produced than in any other city in the country. There were skilled workers

in every kind of brass and iron factories. The carriage business had created just the force of body and spring makers, upholsterers and gloss painters that was needed for the new industry. Old plants could be readily remodeled for this purpose, without at first building new plants. Above all there were men in the city with money, brains, business experience, foresight and daring enough to make the new venture.

The first construction in this city of automobiles for the market was made by the Olds Company in 1899, but that plant was subsequently moved back to Lansing, where all the Olds interests were concentrated. The permanent establishment of the business here commenced in 1901 with the incorporation of the Ford and Cadillac companies. The Packard followed in 1903.

The business was first reported by the United States Census Bureau as a separate industry in 1904, when it employed in this city 2,191 wage earners who put out about 5,000 cars worth \$6,240,000.

By the next census period, covering the calendar year 1909, the business had increased almost ten fold. The number of factories either assembling cars or making parts or accessories, was 68; number of wage earners, 17,437; cars assembled, 45,560; value of product, \$59,530,000. The next year witnessed large expansions by the old companies, and the organization of several new ones.

From that time on, with the exception of two years, when the work of the plants was diverted to the making of war material, the increase of the business was continuous. In 1919

there were 24 companies assembling automobiles and 135 companies whose sole or principal business was the making of auto parts and accessories. Their employees in factory and office numbered 141,000, and they put out about 1,100,000 cars. Of these the Ford Company, with its 51,000 workmen, produced 791,000, all low-priced cars. The other makes cover almost all varieties from the medium to the high-priced passenger car, and from light delivery and messenger cars to the heaviest trucks. The Packard Company and Dodge Brothers each employ 16,000 and 18,000 persons respectively, and the Cadillac, Maxwell and the Studebaker Corporation are in the 10,000 class. There are several others that employ from 3,500 to 5,000 each.



Griswold Street, "The Wall Street" of Detroit

The direct exports of automobiles and their parts from this customs district in 1919 went mostly to Canada and England. Shipments to other parts of the world of probably about the same amount were sent through Atlantic and Pacific seaboard ports. The distribution is world-wide. A bulletin issued by the Government Bureau of Foreign and Domestic Commerce showed 75 different countries and colonies to which cars were exported in a single month, and Detroit productions figured in most of these.

The other automobile towns in Michigan are as follows:

Flint.—74 miles from Detroit, employs in the making of automobiles and parts, 19,400 persons, of whom 9,300 are in the Buick plant and 4,100 in the Chevrolet.

Lansing.—84 miles from Detroit; principal makes, the Reo and Olds; whole number in factories, 9,669.

Pontiac.—25 miles from Detroit; principal makes, the Oakland and the General Motors automobile truck, employees, 5,322.

The great plant of the Burroughs Adding Machine Company is located in Detroit. This company turns out more computing machines than any other firm any other city in the country.

Detroit also leads the United States in the production of aluminum castings. It is the second city in the country in the manufacture of brass products. There are enormous possibilities for foreign traders in the lines, which as yet have not been fully appreciated. There is also a wide range of products in which iron and steel materials are used, and the same is true although to a lesser extent, in articles in which wood is the principal material.

#### What Detroit Owes Automobile

Detroit's remarkable transformation from an overgrown country town to a great metropolitan city, the space of a comparatively few years, is largely due to the automobile industry, however. Probably no other industry in any other city in the country has had such



Cleveland is Paramount Among American Cities in the Scope of its Electrical Manufacturing. Today is a Day of Electricity. The Above Picture Shows a Tug-of-war Between Giant Steam and Electric Locomotives, Which the Electrical Monster Won Handily

Jackson.—76 miles from Detroit; principal companies, the Briscoe Automobile Company and the Hayes Wheel Company; whole number of employees, 3,932.

The automobile also is an important product of Toledo, Ohio, and Indianapolis, Indiana. In Toledo the principal company is the Willys-Overland, which employs about 12,000 men, and in Indianapolis the principal make is the Cole.

While known to the outside world preeminently as the center of automobile manufacture, Detroit holds an important place in other manufacturing industries. It claims the second largest output of druggists' preparations in the country, ranking below New York. The firms engaged in this line are important factors in both the import and export trade. They bring their crude materials from every continent and send their remedies to every country on the globe to relieve pains and aches. In paints and varnishes, Detroit has for many years held a leading position, although Cleveland has attained increasing prominence in the production of these items. Detroit also claims the foremost position in the United States in the manufacture of the coarser chemicals such as soda ash and alkalis.

a rapid growth as the automobile industry of Detroit. And probably no other industry has such a brilliant future.

#### Akron Rubber Capital of the United States

Of all the cities in the United States that stand out prominently as a distinctive center for the manufacture of a particular article, none is better known and more widely recognized than Akron, Ohio. In swinging toward the East, preferably after leaving Cleveland, the Overseas Visitor will find a trip to the Rubber Capital of America decidedly interesting and illuminating. Here he will enter the throbbing whirl of one of the country's greatest industries—the manufacture of rubber tires and other rubber products. It is here he will reach his destination if he follows a cargo of rubber, one of the most important imports in the transatlantic trade, after it has left the steamer hatches at Pacific ports and taken aboard freight cars for overland transportation.

About 75 per cent of all the rubber consumed in the United States is used for automobile tires. The total value of tire production in the United States is not

placed at \$450,000,000, while a recent estimate of the world production was \$600,000,000 per annum. The value of rubber exports from the United States has increased from \$7,000,000 in 1909, to about \$50,000,000 in 1919.

Approximately 50 per cent of the total amount of rubber imported into the United States is used by Akron manufacturers. Owing to the fact that the gain in the production of rubber has been even more rapid than the increase in demand, the price has been steadily declining. In 1911 the average price per pound for imports into the United States was \$1.58 cents, but after this plantation rubber began coming into the market in large quantities and the price dropped. The average price during 1919 for imports into this country was 50 cents per pound. Present indications are that the rapidly increasing plantation production will amply satisfy the increasing demand for some years to come at least.

Although it is idle to speculate regarding the probable increase in demand for rubber products in the

stationers sundries, insulated wire and insulating compounds, waterproof clothing and cloth, rubber cement, hard rubber goods, and miscellaneous goods.

An examination of the figures showing the world's production of rubber and the importations into the United States will show that while the production increased two and one-half times during the five-year period from 1913 to 1918, the importations into this country have been trebled. The Central European powers, formerly large importers, of course imported but very small quantities during the war, while Russia, which was formerly a large importer, has taken practically none during the past year, leaving France and England the only large consumers outside of the United States. Of the total amount of rubber products, the United States has been importing about two-thirds.

The increase in world production from 108,000 tons in 1913, to 259,000 tons in 1918, has occurred in the plantations of the Orient. Forest production has shown a slight decline. The world production may be divided



Drying Plantation Rubber in the Goodyear Factory at Akron. About 75 per cent of all Rubber Consumed in the United States is Used in the Manufacture of Automobile Tires

future, it is safe to assume that many years will elapse before the industry stops expanding. The opportunity for much greater growth in the industry from the standpoint of tire development alone is clear. At the present time 7,600,000 passenger cars and motor trucks are being used, and official estimates place the production next year at approximately 1,600,000.

It is conservatively estimated that within three years there will be 12,000,000 cars in operation. This number of cars in operation would require 72,000,000 tires a year, present figures showing that an average of six tires a year are used by a car owner. Such a production of tires would require great expansion in the rubber industry, even though the demand for other rubber products would remain the same as at present, a contingency which probably will not occur.

There is practically no limit to the variety of rubber products manufactured. The rubber companies in Akron manufacture nearly 30,000 different articles and the number is constantly increasing. The products can be broadly classified, however, into nine important categories, as follows: Automobile tires and tubes, mechanical rubber goods, boots and shoes, druggists and

into two groups, forest rubber and plantation rubber. The forest product is divided into Brazilian and other forest products. Some of the other forest areas are found in the country adjacent to Brazil and a part in the Congo Valley of Africa. The plantation area is divided into two distinct sections, first the Malayan Peninsula, and second, all other plantations, which includes the Dutch East Indies, Borneo, Ceylon, certain sections of India, and the Philippines.

The whole atmosphere in the city of Akron is charged with rubber. The Overseas Visitor can be instantly enlightened on any question concerning the production and manufacture of rubber. And he is also offered an opportunity of seeing the raw material going through its many varied phases until it comes out in the finished product in some of the most modern plants in the United States.

In 1900 Akron had a population of 42,728. Today its population is nearly 200,000. The total value of the products manufactured in Akron in 1919 was about \$530,000,000, with a payroll of \$117,974,890. There are 140 industries in all in the city, and the employees in these industries total 87,890.

There are 24 companies in Akron engaged in the manufacture of rubber products. In 1919 the total output of these companies was valued at \$427,796,317. The 1919 payroll of the Akron rubber industry was \$101,178,591, distributed among 73,282 employees. The total capitalization of the rubber industries in Akron is \$227,119,275.

#### 4. Maintain "Industrial Republic"

In view of the rising wages throughout the Far East, the Overseas Visitor may be interested in learning how some big American firms handle their industrial problems. The Goodyear plant in Akron, one of the greatest industrial establishments in the United States, which manufactured 6,800,000 tires in 1919, has what is known as an "Industrial Republic," which brings employer and employee together to discuss all matters affecting their welfare.

In this connection it should be mentioned that Goodyear has the largest "silent" colony in the world, employing more than 700 mute persons. Goodyear is also said to have the largest number of employee-stockholders of any concern with the possible exception of the United States Steel Corporation, in this country. More than 17,000 employees own nearly \$8,000,000 worth of the company's stock.

The Goodyear "Industrial Republic" plan was conceived and put into operation about six months ago. It includes a house of representatives and a senate, the members being elected from the ranks of labor. The two branches of the "government" function identically with the two branches of Congress at Washington. Fundamentally, the plan is the democratic form of national and state government applied to industrial management. So successful has the plan proven in bringing about more harmonious relations between employer and employee, in stifling incipient strike movements and in crystalizing the spirit of good will and cooperation in the factory, that the Goodyear company is establishing for its industrial legislators, legislative halls in its new million-dollar employees' club house, with senate and house chambers patterned after the national house and senate chambers at Washington, including spectators' galleries, ante rooms and private offices for officials of both bodies. Only men who have been bona fide employees of the company for six months, and who are American citizens, either native or naturalized, may participate in the functions of the "Industrial Republic."

#### Outlook is Bright

Col. Samuel P. Colt, chairman of the United States Rubber Company, declares the outlook for 1920 in the rubber industry is exceptionally bright. He points out that today the demand for all lines of rubber goods exceeds the supply and that it is not a question of selling goods, but a question of producing them.

"When the question is asked: What is the matter with our trolleys? I would reply the fundamental difficulty is the encroachment thereon of the automobile and the automobile truck, and with the improvement and development of our highways I can see no room for trolley lines along sparsely populated sections," he said.

"My opinion is that the tracks of many suburban trolley lines will eventually be taken up. Therefore, while the development of the rubber tire has been tremendous during the past five years, there is every reason to believe that it is today, comparatively speaking, in its infancy. The effect of the development of the pneumatic tire upon both passenger and freight traffic, or in other words upon our railroads, has, I am convinced, not yet been realized.

"With the opening up of Europe, one might look for some increase there, but I would predict that the United States will continue to consume more than half the world's crude rubber product for years to come.

We plainly lead the world in rubber manufacture. Prices of fabrics entering into tires and other rubber goods have ranged higher in 1919 than ever before, the indications being that we have not yet seen the limit of high prices."

The importance of Akron as a manufacturing center multiplies with each succeeding year, and the future holds great expansion for the Rubber Capital.

#### Cleveland One of America's Finest

Situated in a most enviable position, at a point where raw materials in many important lines can be easily collected at minimum costs and also within easy reach of markets which have a remarkably steady buying power, the city of Cleveland is fourth in population among the cities of the United States and sixth in manufactured products. Largest city between New York and Chicago, Cleveland today has a population of nearly 900,000 people. Cleveland is presented to the Overseas Visitor as one of America's finest, a city that holds within its confines a great variety of manufacturing plants that offer much for observation and study.

Cleveland proper occupies about 14.2 miles along the south shore of Lake Erie, one of the five Great Lakes that make up the largest body of inland waterways in the world. It is 575 feet above sea level and the climate tempers the extreme of both summer and winter. The city covers nearly 57 square miles and has over 900 miles of streets, of which two-thirds are paved.

More than half of all the manufacturing in the United States is done within a 500-mile radius of Cleveland, and approximately one-half of the population of the United States and Canada lives within the same radius.

Ohio is one of the largest limestone centers in the country. Ohio and the contiguous states of Pennsylvania and West Virginia produce enormous quantities of coal. At the head of Lake Superior are some of the largest iron ore deposits in the world. As a result, almost inexhaustible supplies of coal on one side, iron and ore on the other, Cleveland is one of the largest iron and steel centers in the country, particularly with reference to steel manufactures. Both natural gas and oil are within easy piping distance of the industrial center.

Directly south, the city spreads out into rich farmlands which furnish large amounts of agricultural products.

#### Easy of Access

Cleveland can be reached in one night by rail from the Atlantic seaboard or the Mississippi River. It is one of the best harbors on the Great Lakes and has not only cheap water freight service with the upper portions of the Lakes, but through the canals around the Niagara Falls and St. Lawrence River, has direct access to the open sea.

The city's manufacturing is remarkably diversified, including the production of iron and steel; aluminum, iron, steel and brass castings; bolts and nuts; wire springs, wire fence and wire nails; tools and machine tools; hoisting and conveying machinery; screws and tacks; railroad supplies; stoves for oil, gas and coal; hardware; sewing machines; office furniture; multigraphs; scientific instruments; chemicals; paints and varnishes; oils and greases; automobiles; electrical carbons, batteries and other accessories, and ships.

Iron and steel is by far the largest industry. Much capital is invested in it. The industry consumes much raw material and its products are worth more than anything else. The Lake Superior district provides the major part of all the ore used in this country, and Cleveland takes a big part of the ore produced in that district.

Besides using this great amount of ore, this city has another vital connection with this great American industry.

(Continued on page 118)

# Trade-mark Questions and Answers

By L. W. MIDA



QUESTIONS on any phase of trade-marks as used in the many countries of the world where goods are imported will be answered in these columns from month to month. By arrangement with Mida's Trademark Bureau, of Chicago, a valuable service is offered to all traders who face perplexing trade-mark questions

which they desire solved. A compelling trade-mark is recognized as one of the manufacturer's greatest assets—an asset that attracts trade and holds it. All inquiries will be carefully handled and complete answers given.

**A. J. M. & Co.:** We have been told that registration at Rio de Janeiro does not fully protect trade-marks in Brazil; that in order to be sure of protection in Brazil, trade-marks should be registered in the various states of that country.

**Answer:** The state registration idea has been so overworked in certain quarters in the United States that it is no surprise that it has had to go abroad—possibly for recuperation.

The only basis for the statement which has been made to you is that as between citizens of Brazil, the question has arisen whether or not the owner of a trade-mark registered in one of the Brazilian states, but not under the Federal Registration Law, has superior rights as against a subsequent registrant of the same mark for the same goods under the Brazilian Federal Trade-mark Law. That matter is now before the Brazilian courts and in a large measure undecided.

It is a question that does not in any way concern citizens of other countries.

Proper registration of the trade-mark of an American citizen under the Brazilian Federal Law affords ample protection. Such registration, the same as in the United States, is coterminous with the boundaries of the country; that is, it applies uniformly throughout the entire territory of Brazil.

Trade-marks registered in Brazil by foreign applicants are, of course, for goods manufactured outside of Brazil; hence, the goods to be protected by the trade-mark must be imported. By the registration of a trade-mark under the Brazilian Federal or National Law, it is possible to prevent anyone but the registrant of a trade-mark or his duly authorized agent to import into the country any goods bearing his trade-mark, and thus full protection against any conflicting rights which might possibly arise because of the registration of the same mark under Brazilian state statutes would be afforded.

We have gone to some length to explain this situation because foreign trade-mark registration with the best and most careful handling is complicated enough without the introduction of unnecessary refinements.

**M. J. & Co.:** We are exporting our goods to some extent under trade-marks. None of these trade-marks have been registered in any foreign country and our volume of business abroad is so small that we do not know whether the business would justify the expense. Is it not a fact that if someone in a foreign country has registered our trade-marks we could still export our goods to that country by leaving the trade-marks off, or using some other brand?

**Answer:** Yes, you can do just what you have suggested. You can also, after having lived a long time

in this country, acquire an honorable name and build up a deserved reputation for ability, and possibly a profitable business for yourself, run away to a foreign land and commence life all over again under an assumed name.

There is as much reason why you should do the one as the other. The reputation of your trade-mark is to your goods what your reputation is to you personally, and if you are going to stay in the foreign field at all, and you are going to sell your goods under any kind of trade-marks, you naturally want to use those for which you have already built up a reputation and good will in this country and to an extent, it is to be presumed, abroad.

**T. S. N. Co.:** We are contemplating protecting our trade-marks in the West Indies, Mexico, Central America, and the islands of the Caribbean, and would like to know just what constitute the Leeward and the Windward Islands, and what it is necessary to do to protect our trade-marks in these islands, if such protection can be had.

**Answer:** The Leeward Islands are a group situated somewhat south of Porto Rico and forming, together, a British colony. These islands consist of Dominica, Antigua, Barbuda, Redoua, St. Kitts, Nevis, Anguilla, and Montserrat. The capital is at St. John's, and trade-mark protection may be secured in all of the islands by registration at the capital.

The Windward Islands are usually referred to as the Lesser Antilles, and consist of the islands of Granada, St. Vincent, the Grenadines, and the St. Lucia Islands.

The capital is at St. George, Granada, and ample trade-mark protection may be obtained by registration there.

It may be said, however, that except in the case of those doing a considerable business with these islands, it is not imperative that registration be sought. Any trade-mark protection anywhere in the world is, of course, desirable, but if you are going to the extent of registering in both of these groups of islands, you should certainly not fail to register in Barbadoes and Trinidad, which, for general commercial purposes, are far more important. Separate registration must be obtained in each of the latter named colonies.

**R. L. P. Co.:** We have read a great deal about trade-mark piracies in various foreign countries, and from some of what we have read, we have gained the impression that the United States government has taken some steps to prevent this practice. If this is true, will you please state just what has been accomplished?

**Answer:** The matter of appropriation of American trade-marks by natives in foreign countries has been discussed at various semi-diplomatic and commercial gatherings for some time past, but nothing of a definite nature has as yet been brought forth. Good has come from the discussion because it has brought home to the people of other lands, the fact that the American exporter looks with great disfavor upon this practice, and consequently results that can be obtained through an awakened public opinion are to be expected.

Too much, however, must not be looked for. It should be remembered that in most every country outside of the English-speaking world, and to an extent, in some of the latter, trade-marks are not, in the eyes of the law, considered property until they are regis-

(Continued on page 130)



# What They're Saying

## Timely Statements on Foreign Trade and Allied Subjects

**W**HAT Australia needs is not capital, but people. We have a population of about 5,000,000, and we could find employment almost over night for another 10,000,000. The resources of Australia hardly have been scratched, and if we had the additional population our production would go up tremendously toward reestablishing sterling exchange at something close to parity within a very short time. Virtually all Australian business with the world is cleared through London, and for this reason its exchange follows sterling. The heavy discount on sterling through this operation, has forced, and is still forcing, the dominions to trade 'within the empire,' and this fact ultimately will tend to force sterling back to its pre-war levels."—Mark Sheldon, high commissioner in the United States for Australia.

**I**N 1860 America took 47 per cent of China's foreign trade. In 1904 this percentage had dropped to 14.9 per cent, and in 1910 it almost dropped to the bottom with 6.5 per cent. Since that time it has been steadily increasing, until 1918, when America did approximately 16 per cent of China's foreign trade, which amounted to well over a billion dollars. Chinese business men are anxious to do business with America. More than 200 American firms now have permanent offices in China and, where the right foundation has been laid, they have been uniformly successful. It is highly necessary that American business men should be perfecting their position in China and planning to hold the advantage they gained during the war. There is no valid reason why American business men cannot handle most of China's foreign trade if they will but make the effort."—W. A. Chapman, secretary of the American Chamber of Commerce of China.

**T**HE Japanese have seen the need in China and they are rapidly absorbing the foreign business. Before the war at least 70 per cent of the trade carried on between the United States and China was handled by Germans. It is that business that Japan is attempting to take over at the present time, and which China feels can best be handled by Chinese and American interests. We are in a position where we must develop. China has labor that is cheap. We have unmeasured natural resources as well as trade resources. We need capital and technical knowledge. That is what we want from the United States—an industrial alliance of the two countries to their mutual advantage. It is imperative that we receive assistance immediately."—Wang Toi Chai, vice-president of the China-American Industrial Corporation, Ltd., of Peking.

**I**T is useless for the United States to look to Europe for trade. During my recent tour I found conditions in Europe in a chaos. The various countries are struggling in every possible way to cut their imports from this country and increase their exports. On the other hand, the Orient, having benefited from the war, is in a position to do a substantial business. The Pacific Coast, particularly, is fortunately situated for the development of trade in the Far East. Australia and New Zealand have been adversely affected by the drop in the exchange rate of the pound sterling, but Japan, China, the Dutch East Indies and other countries in the overseas Pacific area are great fields for American goods."—A. G. Bohannon, of the Moreland Motor Truck Company, Los Angeles, California.

**T**HERE is no cause whatever for fear or pessimism on Japan's part in regard to the future of the shipping situation. The policy of the American government in regard to the disposal of its 5,000,000 tons of ships built during the war is still unsettled. It is somewhat doubtful how many of these ships will be devoted to the Pacific trade in competition with Japanese shipping. It is certain that the ships of the American government will be transferred to private enterprise, and some of them will operate in the Pacific. If keen competition is started between American and Japanese shipping, it will be disadvantageous to both sides, and on this point I endeavored to reach an understanding with American shipping interests."—Kichichi Uchida, formerly vice-minister of communication of Japan.

**A**MERICAN corporations abroad should be free from American corporate taxes because we raise our capital abroad, in China particularly, from an international community: English, French, Chinese, Japanese, etc. The amount of American money is not great in volume. The Chinese money is great. The Chinese are perfectly willing to put their money into a company organized under an American charter. They have done it in a great number of cases. If we are going to build up American trade we should be broad-minded and give American commerce the same opportunity that Great Britain has given her commerce for 40 years. The purpose of making these corporations exempt from taxation under this bill is that if we go and ask the Chinese to put \$100,000 into a company to develop trade with the United States and say that next year the tax collector will come around, they will not see the advantage of our offer."—Charles Denby, former representative of United States War Trade Board in China.

**G**OOD will is a quality that wise and far-sighted men of affairs always attempt to build up for the concern whose destinies are entrusted to their care. To a manufacturer or merchant the good will which he cultivates for his brand of goods or for his business is of far greater value than the bricks and mortar which go to make up his factory or place of business. Bricks and mortar—all tangible assets—can be replaced with mere money. But good will is an asset that money alone cannot build up nor reproduce. It is an intangible something that is the very breath of life for any business. It is made up of a compound of fairness, of high standards, of generous dealings, of consideration for competitors, even of help extended to them if calamity overtakes them. So it is with great nations. Good will is a quality throughout the world that prosperity and success alone cannot establish."—George M. Reynolds, president Continental & Commercial Bank, Chicago, Ill.

**J**APAN ought to establish her plans for the future to cope successfully with the changing times. These plans must stabilize Japan's commerce and industry and help their healthy development. All the nation must unite its strength and follow the healthy course in commerce, finance and industry rather than indulge in speculation. The amalgamation of enterprises, improvements in the systems of concerns, increases in efficiency and curtailment of the cost of production are the plans to be adopted. It is highly gratifying to me that Japan's financial development in 1919 was as a whole smooth and satisfactory."—Junnosuke Inouye, governor of the Bank of Japan.

# Silver and the Trade Debt of the United States to China

## 2. Chinese Monetary System

By FRED G. LUNGE



THE question of Chinese currency is an extraordinarily complex one, today more so than ever before. Most people only know that the country is "on a silver basis" and that the various trading centers on the seaboard have each its own particular brand of local currency dollar. If that were all, the position would be comparatively simple, but this slender knowledge does not even touch the fringe of the problem. The trouble is that China is a very large country, containing many prov-

on other centers is quoted. Sometimes it is merely a nominal unit and may take the form of sycee or ingots, which are usually equivalent to 50 taels. These sycee ingots or "shoes" are fantastically shaped silver castings of standard fineness and are employed almost exclusively between banks and bullion dealers, being usually stamped by the banker or money changer with his individual "chop," which is accepted by the other parties to the transaction as a kind of endorsement as to weight and fineness. Most banks doing business in China import their own silver and turn out their own sycee "shoes" with their own particular earmark or



Scene on the Canton Canal Near Canton

inces and dependencies, each under a semi-independent administration and with commercial customs and standards which differ widely from one another. There is no common medium of exchange that is recognized throughout its wide domains, for in the Celestial Empire or Republic the Government has little or nothing to do with business.

### Moneys of China

There is the tael, of course, but the tael is not a piece of money at all, but a weight, nominally an ounce, of silver. Now an ounce in Tientsin is not necessarily an ounce in Hankow or in Canton; neither does it follow that a tael minted in Peking is equal in fineness to one minted in Shanghai. In fact, there are no fewer than three distinct kinds of tael put out by the central Chinese government, viz: the kuping, which is the standard tael of the public treasury; the tsaoping or government standard for taxes in some of the provinces; and the halkwan or customs tael. The standard of each locality is that particular tael in which wholesale transactions are conducted and in which exchange

guarantee; and all clearing transactions are done in these shoes as a matter of course. As for the different brands of taels in the various provinces of China it is sufficient to add that there are close upon 70 well-recognized varieties, although the majority are not in circulation to any great extent.

The chaotic condition of Chinese currency has if anything been aggravated by the introduction of the various kinds of dollars—Spanish, Mexican and local currency—and to master the intricacies of this particular angle of the currency problem is a study in itself. The old Spanish "Carolus" dollar was introduced into the treaty ports from the Philippines during the eighteenth century and continued in common use until the middle of the nineteenth, when the Mexican dollar made its appearance and commenced gradually to crowd out the Spanish coin.

The Mexican dollar has retained its popularity to this day, and in spite of the existence of other competing coins, both native and foreign, as in every day circulation. Chinese attempts at various times to oust the Mexican dollar with a locally minted coin have

met with scant success, as the merchants seem to have acquired the ineradicable habit of treating native money by weight and fineness and not by count.

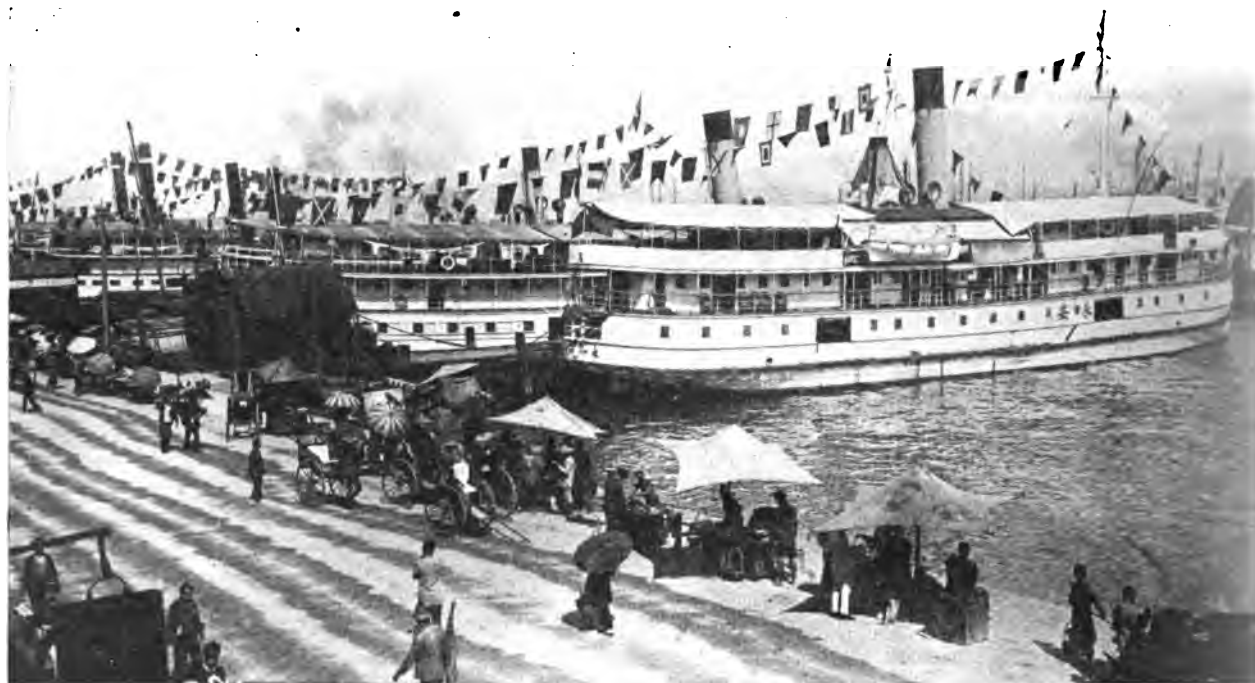
The "Yuan" dollar, which was approved by the young Republic as a universal standard coin, has not so far proved a success.

#### Look to Railroad Development

The multiplicity and diversity of provincial taels, to say nothing of the many different dollars on the coast, has had its due effect, and before the Chinese mercantile community will consent to accept a common medium of circulation much water will flow down the Yang-tsze-kiang. Perhaps with the gradual growth of China's railroad system one or the other dollar may acquire national ascendancy; in any case it is a matter of slow evolution and gradual education. All we know is that the unification of China's silver currency upon

Ultimately, of course, like the Assignats of the French Revolution and our own Confederate Currency notes it was withdrawn altogether and in due time forgotten. Nevertheless, their Taiping experience did not deter subsequent Chinese governments from playing with fire and repeating that disastrous performance.

It was not until 1911, shortly before the fall of the Imperial dynasty, that the Peking authorities made a strong move towards swinging back the position to something like normal. They entered into negotiations with an international group of foreign banks for a loan of \$50,000,000 with the avowed object of getting rid of the troublesome paper issues, but before the transaction could be closed the revolution broke out and shortly afterwards the dynasty fell. Since that time the authorities have been issuing large quantities of "military notes," much as Pancho Villa has been doing down in Chihuahua, and until these have been called in there



Types of Larger River Boats Used in China

a definite standard basis is of the utmost importance, and until it is achieved it is futile to hope that China will join the ranks of the "gold" countries.

In passing we may allude to China's paper currency. Like many other countries, she has had her experience of unrestricted paper issues; indeed it is an ancient evil which various dynasties and regimes have had to confront and have sought to remedy. In this the inherent love of the Chinaman for the silver and his distrust of paper money proved of considerable assistance to the authorities in their efforts to remedy the situation. Down to the sixties of last century everything was going well and the superabundant paper issues were being gradually called in and redeemed. Then the great Taiping Rebellion broke out and at once the financial situation took a turn for the worse.

The governments, both central and provincial, needed money—lots of it—and so, like the Bolshevik presses of the present day, the printing presses of Peking and in the new provincial capitals started working overtime turning out fiat money. For the moment the needs of the emergency were met, but by the time the rebellion had been repressed the country was flooded with an irredeemable paper currency which circulated at a terrible discount, something like 97 to 98 per cent.

will be trouble in the land. Still, the republican authorities mean well. Since they assumed sway a number of measures have been taken which promise well for the future, such as the establishment of the Bank of China, the Bank of Communications, and others whose declared policy includes the redemption of those military notes and others put out by the various provincial governments of recent years.

#### Difficulties Will Persist

Doubtless the authorities mean well, but we know what place is paved with good intentions, and with the best will in the world we do not foresee an end to China's financial difficulties arising from the glut of paper currency. About the only true and lasting remedy would seem to lie in the creation by those government banks of heavy silver reserves of such proportions as would inspire confidence among the public especially the mercantile community.

Inevitably the accumulation in the hands of the banks of such a vast quantity of metal would constitute an additional big drain upon an already overtaxed silver market and would automatically drive up the price to levels which might baffle even the boldest of prophets. Again and again we are forced back upon the origi-

nal aspect of the problem. How and in what manner is America to settle her adverse trade balance with China, seeing that the world's available supplies of silver metal are getting scarcer and dearer every day?

The best solution would seem to lie in a great national effort to increase our exports of merchandise across the Pacific and concurrently in an effort to curtail our purchases or at least to cut them down to the irreducible minimum. Ultimately we, the public, hold the key to the situation in our own hands. Suppose we agree to reduce our purchases of silk in the Orient; or, if our ladies must really wear silk stockings and shirtwaists, then let us buy silk from France and Italy (both debtors of ours), even if that means that it costs more money. Or, if our Cuban customers require rice in cargo lots, let us obtain it from California or Texas instead of from Hongkong, even if we have to pay more for the domestic product than for the Far Eastern and our profits on the deal are lessened to that extent. Again we might reduce our purchases of Oriental peanuts and oil seeds, and if this means that our southern crushers must pay more for the home-grown article and that in consequence they must charge a higher price for their vegetable lard compounds, we shall just have to make up our minds that we must face the music. And so with other Far East staples.

The need for a greatly increased volume of American shipments to China is, of course, self-evident, and here we are distinctly hopeful that, with the great consuming markets of Europe on the point of "laying off," perhaps for a considerable time, our commercial interests will turn their attention more and more toward transpacific markets with their teeming millions of industrious civilized people. One is pleased to note that the shipping situation is constantly improving.

#### Shipping Outlook Good

If Japanese interests are on the point of adding new magnificent units to their already imposing fleets of passenger and freight steamers, it should only serve as an incentive to American shipowners and spur them to similar efforts—as soon as our Government will let them.

Last but not least, the solution of our problem lies largely in the hands of our bankers and capitalists. It is common knowledge that the principal trading nations of Europe have always been large and systematic buyers of foreign securities—bonds and stocks of railroad companies, public utilities, commercial undertakings, foreign banks, land and pastoral corporations, mines, oil companies and many others besides, from Brazil to Rhodesia, and from China to Peru. This active financial participation in the development of all these potentially wealthy but money-poor countries has been of inestimable value in bringing about friendly relations between lenders and borrowers, and a sense of economic interdependence and partnership which infallibly manifests itself in a larger commercial intercourse.

Consider England's position as a financier and merchant, not only in Canada and India, Australia and South Africa, but also in countries outside of the limits of the British Empire like China, Japan, Mexico, the Argentine Republic, the vast Turkish dominions, and 50 other countries. France, too, has foreign investments which run into staggering figures—investments extending all over the globe. So have Germany, Holland, Belgium, and to a lesser extent, the Scandinavian countries. Even little Switzerland has ventured far afield with her capital, and by a careful and judicious use of her opportunities has not only managed to gain a strong financial footing in other lands, but as a direct corollary has built up an international trading connection of impressive dimensions. Of recent years Japan also has entered the arena as a cosmopolitan investor, and today we see money belonging to the island people developing rubber and rice plantations in the Dutch Indies and in French Saigon, jute fields in Bengal, cam-

phor forests in southern China, railroads in Mongolia and Shantung, coal mines in Shansi and Siberia, fisheries in Lower California, and trading establishments in every part of the inhabited globe. The commercial world knows no more truly international name than that of Mitsui.

The United States alone, of all the great nations of the earth, has lagged behind in the field of foreign investment, and surely the time has arrived for Americans to line up squarely beside our trade and financial rivals. We have been making money as no nation ever did before, and if intelligently used there is enough of it to provide not only for the normal domestic requirements of a growing healthy country, but also for the opening up of some of those new vast trade territories which beckon to us from overseas and promise a rich return for our venture.

#### Verdant Field for Capital

Considering the basic soundness of her social and economic structure, the character of her great population, her varied climate and products, and the almost fabulous riches of her mines, farms and fields, there is no more alluring field for the employment of our surplus capital than China. Some of our big bankers and capitalists have indeed discovered this, and after the long abstention on the part of Americans from the financial development of the Far East it is refreshing to witness the various movements now under way towards placing American capital, under American supervision, in a number of Chinese public undertakings.

The channels through which this is being done are various. Of course, we have a number of American banks like the Asia Banking Corporation, the International Banking Corporation and others which are admirably performing their primary function as promoters of the everyday interests of our China merchants. It is not so much these exchange banks, however, we have in mind in this connection as the commercial and industrial development banks like the new Sino-American which was recently established in Peking under

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## WHAT HAPPENED

to the grape growers of America when prohibition brought on the alcoholic drought is told by Arthur L. Dahl in an interesting article that reveals some surprising facts in

### *PACIFIC PORTS for JULY*

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the auspices of the Pacific Development Corporation and Hayden, Stone & Company of New York, and a number of eminent Chinese capitalists. That institution should go far along the path it has commenced to tread, and doubtless it will have many imitators during the next few years. Then the Continental and Commercial National Bank of Chicago has come into international prominence by negotiating loans to China, and at this moment Mr. T. W. Lamont, a partner in the firm of J. P. Morgan & Company, is on his way there as the American representative of the "Four-Power" Group—America, Great Britain, France and Japan—to discuss railroad and other public loans with the Chinese officials. All these are moves in the right direction, and bearing in mind the general predilection which the Chinese feel for our people, especially since

(Continued on page 132)



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## Protection for Investors

A recognized duty of a state—that is, a nation—is to protect its citizens in property rights, life, and the pursuit of happiness within its own boundaries.

This is a fundamental requisite of good government and is one of the inalienable privileges that citizens can claim and should claim for being governed. It is not only the rights claimed by the governed, but a duty admitted by the governing powers of nearly all intelligent nations of the world.

But does the duty of the state to protect its citizens within the borders extend beyond its confines to the confines of other countries? Unquestionably it should.

In ancient times to be a Roman in Rome was no better protection of the privileges pertaining to life, liberty and protection of property than to be a Roman any place else in the world, and a citizen of Rome could demand protection of his rights from whatever government in which he happened to be domiciled.

Rome's demands were respected and complied with for the simple reason that all other nations either respected or feared the power of Rome. The same should be true in the year of our Lord 1920, in every country—big, little, weak or strong.

If there is to be a world trade wherein all nations participate who have commodities to sell or commodities to buy, who have ships to transport these commodities or money to pay other nations to transport them for a remuneration, then this property and those individuals connected with the transportation should be protected in their rights, property and otherwise.

Protection of property rights of citizens in foreign lands does not necessarily imply from the home land a bodyguard, police, navies, or a standing army for the possessor, but it does presuppose and should demand protection. This might and probably should come from

the Government and be safeguarded by it in the form of treaty arrangements. These treaties should be so clearly defined and so rigidly enforced that an individual should feel absolute protection of his property and personal rights wherever on the face of the globe he happens to be. Otherwise he should not be out of his country at that place in person or by representation.

It is absurd for any country to be legislating for or otherwise encouraging its constituency to have commercial intercourse with foreign nations unless at the same time it is amply determined in purpose and prepared in ability to protect the rights of those who have been encouraged to enter such intercourse.

Until such assurance is given, domestic capitalists will be timid in investing largely in foreign lands.

## German Trade Advances

Despite the frequent eruptions in the German government, which has been changing complexion at regular intervals since the overthrow of monarchy, German traders are making consistent headway toward the rehabilitation of their commercial relations with the outside world.

On almost every hand, evidence of increasing activity on the part of German traders, especially in South America and the Orient, is to be found.

There is no escaping the fact that buyers in many lands are in a very receptive mood for German goods. Temptingly low prices are being offered by the trade emissaries of the land of the vanquished foe and with this implement as their chief weapon they are meeting with considerable success.

German exports are of a wide variety. Manifests on shipments to South America show the following goods being exported in considerable volumes: agricultural machinery, arsenic, musical instruments, buttons, chinaware, chemical products, colors, drugs, electric fittings, fence wire, glassware, glass flasks, hardware, incandescent lamps, lamp tubes, general machinery, paint, printers' ink, piping, stationery, furniture and toys.

Germany is rapidly forging to the fore, and is again becoming a serious trade rival that must be reckoned with. Sufficient time has not yet passed to pass judgment on the tactics she is using in retorting her commercial relations.

## A Barrier Removed

Markedly significant of the trend of affairs in China is the announcement by the Peking government that steps will be taken immediately to increase the duties on imports into the Republic and to abolish the local customs, known as the Likin.

The Likin has been invoked against products passing from one province to another, and has long been regarded as a great hindrance to the development of trade because its application was in itself a recognition of a factional country.

Abolition of the Likin will be a big step toward the unification of China. It has been just such inconsistent regulations as this that have served to keep China apart. The news from Peking should be welcomed by traders who are anxious to see China attain the position in international commerce that is bound to come when the many obstacles that have been responsible for retarding her development are swept aside.

## What's What in Pacific Trade

Europe as a buyer has played a great part in the development of the international commerce of the United States in the past and it will continue to be a substantial market for our goods in the future. The importance of correcting the present exchange problem

## THE CRYING NEED OF THE PACIFIC IS FOR A NEW CABLE

that is causing barriers to be erected in Europe against imports from America is well recognized. American traders, however, must not become too absorbed in the European situation and overlook some very meaningful facts as regards transpacific commerce.

It must be borne in mind that the United States is chiefly dependent on Pacific countries for its raw materials. The inflow is steadily increasing in volume. With a few exceptions, the incoming cargoes at American ports from Pacific countries outmatch the outgoing cargoes to an appreciable degree.

The American import trade will continue to swell—its natural requirements are insistent on this score. But the "natural requirements" of Pacific countries will not necessarily insist on increasing imports from the United States. There are too many competitors for that.

On the one hand—in exporting—the United States must seek the orders and seek them in a vigorous manner. On the other hand—in importing—the United States literally seeks the products that others have to sell. The buyer goes to the seller instead of the seller going to the buyer.

All the countries facing on the west coast of South America enjoy a comfortable balance of trade against the United States. In the overseas Pacific area the 1919 statistics show that the British East Indies, China, Chinese leased territory, Japan, Dutch East Indies and Hongkong all shipped more goods to the United States than they bought from this country.

The trade balance has changed some in recent months, but on the whole, the United States is still on the small end of the trade figures. And with European nations making material headway in their drives for trade, the situation as viewed from the United States presents much food for thought as to the future status of this country in transpacific trade.

While at present there is much wisdom in the "go slow" policy in exporting to Europe, in order that the exchange may be leveled, there is an impelling demand to "go fast" in the Pacific. If the United States in years hence is going to be able to deal direct with Pacific countries in buying its needed raw materials and if Pacific shipping is to be retained and extended its exports to transpacific countries must increase.

### Marketing News

While the crying need of the day is for better facilities of communication across the Pacific for the transmission of commercial messages, and transpacific traders can find little satisfaction in any move that will further increase cable and radio traffic beyond the limits of absolute necessity, there is much of value in the proposal to establish a general press service between this country and the Far East.

It cannot be denied that the trade of the United States with the Far East would be greatly aided by the interchange of news—fresh, informative, uncolored news. At present the daily and weekly press of the countries of the Far East receive virtually no "live" news from the United States, being forced to depend largely upon European sources to keep in touch with world-wide affairs.

Rates across the Pacific for transmission of news dispatches are exorbitant and cannot be met by the

overseas publishers even if there were adequate facilities of communication to handle this traffic.

If the United States Navy Department is equipped in the Pacific to handle news and commercial messages it should by all means be given full authority to do so and do so immediately. If there is one serious obstacle that stands foremost in impeding transpacific trade it is inadequate facilities of communication.

While the speedy transmission of commercial messages, upon which business transactions depend, is of first importance, every logical step should be taken toward the establishment of a news service that will acquaint the overseas peoples with American views, ideals and happenings; also a news service that will bring the American in closer touch with the overseas Pacific countries.

Literally volumes of news dispatches are daily transmitted by cable and radio across the expanses of the Atlantic to and from European countries while the amount of news dispatches received from overseas Pacific countries, or transmitted from the United States to these countries, must be calculated in lines.

### Trade-mark Thievery

Pirating of American trade-marks in various parts of the world, especially in some Latin-American countries, and also in different overseas Pacific countries, has reached such a serious point that some vigorous action is necessary.

Of all the odious practices in international trade, trade-mark robbery deserves the severest condemnation. It is the most damnable sort of thievery. And the regulation in force in many countries that gives any man the right to register any trade-mark if he is the first applicant is unworthy of the stamp of approval of any Government.

Conceive of an American concern which has sponsored a compelling trade-mark and through extensive advertising and quality of the product it represents, has made it carry a wide appeal, being forced to pay the sum of \$30,000 to recover its trade-mark from a pirate in a South American country. This incident is said to have actually occurred.

An American manufacturer must make it his first order of business when entering a new market to register his trade-mark with the Government without delay, otherwise he may find that some unknown individual has beaten him to it.

And American manufacturers must work collectively toward stamping out the pernicious practice of trade-mark pirating and not quibble over details of feasible plans that are designed to correct the situation, with the result that possible solutions go into the discard under the weight of conflicting views.

### Advance Subscription Price

Beginning with the July issue of *PACIFIC PORTS* the subscription rates will be as follows:

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## INADEQUATE CABLE FACILITIES GREAT BARRIER TO TRADE



# Pago Pago—America's Port in the South Sea Islands

By R. A. ALBERTS



**I**N reaching out to capture new fields in foreign trade, or to more intensively explore fields previously worked on a small scale, one of the foremost problems that first comes up for consideration is the selection of a logical point for distribution, where goods may be shipped directly to be parceled out in the surrounding territory

to the best advantage. Along with the awakening of the possibilities offered in foreign trade throughout the wide expanses of the Pacific, the South Sea Islands have come under close scrutiny by United States manufacturers and exporters and trade with these islands is gradually assuming more and more importance.

In selling the finished product or buying raw materials in the South Sea Islands trade must be centered at some central point, easy of access to the many fields

said that the South Seas form the best center of operations for her shipping. She should endeavor to open new shipping lines from the South Seas to various parts of the world to carry the abundant natural resources of the South Seas.

"In short, the day has passed when Japanese merchantmen may operate with Japan as a center. We should hereafter shift the center of our operations to the South Seas to develop our shipping trade all over the world."

The principal exports of the South Seas Islands are copra, cocoa and fruits. American Samoa exports about 1,800 tons of copra annually.

## Pago Pago Logical Center

Commander Terhune, who has made a close study of the trade possibilities in the South Seas, declares that Pago Pago is certain to become the distributing



Typical Scene in Samoa

that are to be reached therefrom. It is not generally known that in Pago Pago, American Samoa, the United States controls the safest and best harbor in the South Seas, a harbor completely landlocked and affording safe shelter to the largest vessels during the severe hurricanes that often sweep this territory. Pago Pago is the only important port of American Samoa, which is governed by an American naval officer appointed by the President. Commander W. J. Terhune, U. S. N., is the present governor and commandant.

## Time is Ripe

American trade observers report that the time is ripe for the extension of United States commerce to the islands of the South Seas in an intensive way. The South Seas are gaining widespread attention and the development of the islands is undoubtedly near at hand. Japan is showing keen interest in the islands, as evidenced in a recent statement by Baron Rempel Kondo, president of the Nippon Yusen Kaisha, who was recently reported to have said:

"It is very doubtful whether the movements of cargo with Japan as a center will increase in the future. If Japan builds only such ships as are suited to the shipment of such cargo alone, it is pretty certain that the tonnage will become excessive. Under the circumstances we should in the future endeavor to develop our shipping trade between foreign countries. Considering the geographical position of Japan, it may be



Coaling Station at Pago Pago

point for the United States in this territory, and urges American manufacturers and exporters to speedily awaken to the opportunities that are offered.

Pago Pago harbor may be conveniently and safely entered at any time of the day or night by the largest steamers. Cargo may be discharged alongside the steel wharf with great rapidity, and outgoing cargoes are generally always available and can be quickly taken aboard. Avoidance of the vexatious and expensive delays incident to lighterage adds greatly to the popularity of this port. A powerful naval radio station on the island of Tutuila, the largest island of American Samoa, handles commercial and steamer messages, enabling advance arrangements for stevedores, cargo and mails to be made.

Three large passenger and freight steamers of the Oceanic Line (Spreckles Steamship Company) make regular and frequent stops at Pago Pago, averaging about one visit every three weeks from San Francisco, and one every three weeks from Sydney, Australia.

A system of inter-island steamers and schooners enable cargo for Apia, the Tongas, the Fijis, Niue, Ellice and other islands, to be quickly distributed from the Pago Pago customs warehouse, and similarly, island produce is collected at Pago Pago for shipment to Australia and the United States. The inter-island communication service is being constantly improved as the growing importance of the port as the only safe harbor in the South Seas is being widely recognized.

Among the principal imports from the United States in the islands are foodstuffs, including flour, cereals, biscuits, canned salmon and other fish, canned fruits, jams, tinned meats and vegetables. Furniture, cotton fabrics, petroleum products, bicycles and motor cars and accessories are growing in demand.

The natives of American Samoa are very kind and hospitable, every adult being a Christian. They are very fond of travelers, whom they treat with the greatest deference. They have many interesting curios to sell, including basket work of all sizes and designs, fans, plaited mats, tapa cloths, carved wooden canoes, kava bowls, etc. Pineapples, alligator pears, bananas, mangoes and other tropical fruits are plentiful in season.

#### Safeguard Health of Natives

Officers of the medical corps of the United States navy, who act as quarantine officers, closely safeguard the health of the natives. The naval medical corps was successful in keeping the influenza out of American Samoa, not a single case having occurred there, although neighboring islands reported thousands of deaths. The precautions taken by the naval officers did not interfere with steamer traffic in any way.

Authority has been received for the construction of a new customs warehouse large enough to handle the biggest consignments.

The political status of American Samoa is defined as follows: It is domestic territory. Customs duties may be collected in the United States on goods shipped from American Samoa unless they are certified to be products of the islands or goods on which duty has been collected in those islands. The same customs duties may be collected on importations from the United States as on importations from other countries. Samoans are not "citizens of the United States," but owe allegiance to the flag. Vessels owned by Samoans are not entitled to registry but are entitled to fly the flag. Neither constitution or the laws of the United States have been extended to American Samoa; according to an opinion of the Attorney-General, and the only administrative authority existing is that derived mediately or immediately from the President as commander-in-chief of the army and navy of the United States.

The population of American Samoa is about 10,000. In 1901 a census showed 5,563 persons.

Exclusive of American Samoa, the other important islands of the Samoan group are Upolu and Savaii which, with other small islands, is known as Western Samoa. The territory formerly known as German Samoa was occupied by a New Zealand military force soon after the outbreak of war, and has since been administered under the laws governing military occupation. Of the European population a considerable majority consists of German planters, but there are a few British planters and traders, as well as some of other nationalities.

The islands are extremely fertile, their chief production being copra. It is considered, however, that the land is suitable for the cultivation of other tropical products, and a few, such as cocoa, rubber, cardamoms, and sugar have been tried with a greater or less degree of success. The amount of uncultivated land in comparison with that under cultivation is, however, very great. From a trade point of view, the native trade is of much more importance than the white trade. The natives themselves are an attractive race, courteous, hospitable, and of kindly disposition. They are generally very well off, and there is no such thing as poverty among them. Their needs are easily satisfied without any necessity for great effort on their part. If any special comfort is wanted or any special call on their generosity is made, they have at hand a ready increase in their income by the cutting of copra from the fruit of the cocoanut palms, which is everywhere to be seen.

In pre-war years the trade of Samoa was practically bound up with the operations of the Deutsche Handels und Plantagen Gesellschaft, a large Hamburg company operating in the South Seas. It was known as the D. H. P. G., the "German Firm," "the firm," or the "long-handled firm." Soon after military occupation the merchandise of the firm was liquidated, and its trading operations were suspended; it is still allowed to carry on its plantations and to sell its copra under the supervision of a liquidator appointed by the New Zealand government. Other German firms also traded in Samoa, but these have all been liquidated. They were Greva-muhl & Co., Krause & Preuss, and E. Larsen. Of the white firms still trading, four are British or of British origin, two are of American origin, and two are of Danish origin. There are also a number of Chinese and other traders.

#### Import Trade

The figures of imports from particular countries are misleading. Owing to the fact that Australia and New Zealand act as intermediaries in the trade of Samoa and that the import returns show imports according to countries of shipment, the imports from Australia and New Zealand include a considerable quantity of goods produced in other countries. The imports from the United States are probably a fairly accurate represen-



Natives of Samoa Going out to Meet Incoming Steamer  
Photograph Copyrighted by Underwood & Underwood

tation of that country's trade, as the greatest part of the trade from the United States has been done direct with firms in Samoa and the imports have been shipped direct from San Francisco. Piece goods form by far the most important part of this trade, and prior to the war the main selling lines were jeans, cashmeres, and ordinary prints.

Up to the present time, however, little real competition has entered. The natives are particularly fond of tinned beef and prefer it with a high percentage of fat. There are possibilities of the growth of a considerable cattle industry in Samoa. Cattle are very useful as weeders on the cocoanut plantations, the D. H. P. G. having been accustomed for some years to carry cattle on its plantations at the rate of a beast to the acre.

The development of the cattle industry should have important results in Samoa, not only for purposes of supplying fresh meat to the islands but also to overcome the difficulty of keeping plantations clean. Rice comes almost exclusively from Australia, and sugar and butter almost exclusively from New Zealand. There is a small trade in "fruits preserved in syrup," which come largely from America, packed in attractive-looking bottles.

The cashmere trade is of particular interest, in that it has in this trade that Germany did what was probably her biggest business in this section. The article for which a great demand existed was a cotton cashmere with a poplin effect on the back; the most salable colors were black, blue-black, and wine color, but it was also supplied in other self colors and in stripes. Quotations given shortly before the war were f. o. b. Hamburg 1s. 7½d. (\$0.39) for 41 inches, and 2s. 1d. (\$0.51) for 44 inches; the material was sold in Samoa at 2s. 6d. (\$0.61) to 3s. 6d. (\$0.85), and a woolen cashmere was also sold at anything up to 10s. (\$2.43), the popular prices being from 4s. to 6s. (\$0.97 to \$1.46). In addition to the shades already mentioned, ecru, maroon, pink, brown and purple were popular. The material should be at least 42 inches wide and the selvege should be the same color as the piece, i. e., not gray. The most important, however, is that colors should be

satisfied with the quality of material. It must be admitted, however, that the goods have got a certain hold and that the natives are becoming more and more used to them.

There is a great business in towels, and since the war, this trade which was formerly largely in British hands, has gone increasingly to Japan. Ordinary towels of plain white or white with red or blue borders are satisfactory, and a towel with a white stripe also sells. The popular sizes are 20 by 40 inches, 30 by 66 inches, 36 by 72 inches; there is a large demand for big towels, even as big as 48 inches by 90 inches, owing to the fact that the Samoans frequently use them for sleeping in.

The prices at which these towels should sell are 6d., 1s., 1s. 6d., 2s., 3s., and 4s. (\$0.12, \$0.37, \$0.49, \$0.73, and \$0.97). In Samoa Japanese towels are being sold through Sydney at the following prices per dozen f. o. b. Sydney: 16 by 36 inches, at 6s. 9d. (\$1.64), (pre-war price, 3s.), 49 to 70 inches, at 30s. (\$7.30) (pre-war price, 16s.), and 24 by 54 inches, at 16s. (\$3.89) (pre-war price, 6s. 6d.).

The Samoan women are active needleworkers, and there is, therefore, a large demand for sewing cotton, chiefly in white in 200, 400, and 1,000 yard reels.

#### Other Dry Goods

Before the war Germany did a large trade with Samoa in chemises, to sell retail at 1s. 6d. (\$0.37), the price quoted for these chemises just before the war was 10s. 6d. (\$2.56) per dozen f. o. b. Hamburg. Stocks are practically sold out. These articles to appeal to the Samoan taste should have as much lace and embroidery as possible; the big line sold at 1s. 6d., but other lines sold at 2s. to 3s.

There has also been a very large demand for umbrellas in Samoa, the umbrella being used as much to keep off the sun as to protect against rain. The natives use these umbrellas very extensively. The essential features is that they should be strong and that the cover should be thick to give as much shade as possible. Prior to the war these umbrellas were supplied exclusively from Germany in 10, 12, and 16 rib, at prices to enable them to be sold in Samoa from about 3s. (\$0.73) upward to about 10s. (\$2.43). The handle is usually an ordinary plain bent handle to enable the user to carry the umbrella on the arm when it is not in use. Australia has been supplying umbrellas since the war to take the place of the German article, but the price of these umbrellas is such that they could not compete with the German umbrella in normal times.

Except in certain special lines (and they are very few) the hardware trade of Samoa has not reached any considerable magnitude, even in relation to the extent of the total import trade. There are a few lines, however, in which there is quite a considerable trade to be done. These are chiefly lamps and lanterns, knives, galvanized iron and copper nails, iron cooking utensils, some enameled goods, files, axes, and paints.

The extent of foreign competition in the trade of Samoa has been generally indicated. So far as American competition is concerned, this is chiefly direct competition resulting from the establishment of buying agencies in San Francisco for traders in Samoa. Japanese competition, which is chiefly in cheap goods formerly supplied from Germany, largely results from the activities of Australia and New Zealand merchants trading with Samoa. There are indications, however, that Japan is beginning to take a more direct interest in the Islands' trade. A representative of Japanese trading interests recently traveled through the Islands with a view to opening up stores. It is not unlikely that as time goes on the direct interest of Japan in the trade of the Islands will increase. There are many goods which that country is in a position to supply.

From the point of view of British trade interests after the war, the diversion of the copra export trade (Continued on page 142)



Harbor of Pago Pago, American Samoa  
Photograph Copyrighted by Underwood & Underwood

fast. The Samoans wash their clothes a great deal, and as a general rule it was found that while other dyes gave out, the German dyes, particularly in these cashmeres, were almost always fast.

Prior to the war there was a considerable trade in jeans, also used for making up into lava lavas. These came almost exclusively from the United Kingdom, but there was a considerable sorting-up trade done by German firms in these and other textiles for the Island trade. Since the war these goods have become practically unprocurable, and substitutes have had to be found. The chief substitute for the jean has been the American gingham and gingham effect. A very large business has grown up in these gingham since the war, even at high prices, but traders are not entirely

# Just How Important is the Gold That Forms Credit Structure?

By R. S. WILLIS



**W**HAT of the future of gold?" is a question that is sweeping to the front in the United States in the form of a pressing problem that is demanding official diagnosis. A prescription is asked that will cure the ailments that have caused gold production in the United States to dwindle to the lowest point recorded in years. It is pointed out that either the United States government must take prompt cognizance of the undeniable fact that the miner today cannot produce gold at the standard value of \$20.67 a fine ounce at a profit, and provide some means by which he can gather the yellow metal by pan or drill, and sell it at a gain, or gold production will cease.

Whether the cessation of gold production will result in serious consequences to the credit structure is a controversial question. Mining is undoubtedly an industry of vital importance in the United States. Gold, being the foundation of the credit structure of the country and the whole world to a large extent, it would seem, should be mined in increasing quantities. It is gold that, in the last analysis, is the only rule by which the article is measured that is acceptable to the creditor from the debtor to satisfy an obligation, be it in ingots, bars or specie. Although the average eye sees little of actual gold in international or domestic transactions, nevertheless it is gold, held in the vaults of a nation or a nation's authorized agencies, that permits the issuance of paper currency that is acceptable and negotiable.

But what if gold production ceases entirely in the United States and elsewhere, and the export of available supplies of gold continues, together with the increasing consumption of the metal in the trades and arts? Is the foundation of international credits to be shaken with dire consequences? Is there a crying need for continued gold production in a volume at least approximating that produced in pre-war years?

It is on these points that economists, bankers and others disagree. Some take the position that at least in the next four or five years, the virtual suspension of gold production in the United States will not undermine or seriously affect the credit structure of this country or of the other nations of the world. They point out that the United States today, actually has more gold available than at any other time in its history.

To employ the words of Frank A. Vanderlip, internationally known financier and publicist, "gold was

mined from the pockets of the individual during the war and swept in unprecedented volume into the vaults of the nation." Mr. Vanderlip sees no danger in the decreased production of gold; in fact, he declares that to stimulate gold production would be to further increase that inflation which he describes as being the cause of great industrial unrest in the United States.

"There is no shortage of gold in this country at present," says Mr. Vanderlip. "As a matter of fact, there is too much gold at hand right now, and increased production will mean increased inflation of credits. Before the war credits were extended to certain limits, and the actual

gold on hand was about 14 per cent of the paper in circulation. Today the paper amounts to 25 times more than the gold, and under the federal law, the inflation can be increased to 30 times the reserve. We have \$3,000,000,000 of gold in the federal reserve vaults today and 25 times that much paper in circulation. If more gold is produced, that inflation will be increased, and inflation is the cause of the high prices.

To thoroughly digest Mr. Vanderlip's statement, which was voiced at a recent convention of gold miners of the Pacific Slope, is to find much sound logic that cannot be denied, in the opinion of many students of the gold situation.

But delving further into the question, different conclusions may be reached. Harken to Governor Emmet D. Boyle, of Nevada. He cites the indisputable fact that since 1915 gold production has decreased as increasing costs of production have ascended. And he further emphasizes the undeniable fact that it has also been since 1915, while gold production has waned, that inflation has swelled to its present dizzy heights. Of course, the governor is discussing a situation of abnormal times, but his statements are germane to the question under discussion.

"Under existing circumstances the gold mining industry apparently is languishing to the point where its rehabilitation must be attempted as a matter of wise national policy, as all the gold we now produce is consumed by the public in other forms than money," says the governor.

Immediately after the address of Mr. Vanderlip at the mining congress, which, epitomized, was to the effect that increased production of gold is not necessary to the nation's welfare, Governor Boyle, recommended the passage of a resolution pledging support for proposed legislation which provides for an excise of \$10 an ounce on new gold used in manufacturing



The Hardy Prospector who Braved the Rigors of the Wilds in the Pioneer Days in Quest of Gold is Rapidly Becoming a Figure to be Remembered, not to be Seen

and payment of \$10.00 under the name of a bonus, for each ounce of new gold mined. It is contended that such a scheme would make gold mining profitable and would cause the rehabilitation of an industry that today is almost wrecked in the United States and Canada. The resolution provides, however, that the Government, either through a pooling of the gold produced by the miners or by some other means, would be able to obtain all the gold it wanted at the fixed valuation of \$20.67 a fine ounce.

General commodity prices have risen substantially between 1913 and 1919, while the price of gold has remained fixed, with the result that gold mining has virtually ceased in the North American continent. In 1919 the production of gold in this country failed to equal the consumption of manufactures and the arts by \$21,848,800. The production for the past four years has fallen off some 43 per cent, and this year will show a far greater divergence between production and requirement.

#### Sees no Alarm

But no alarm is seen in this situation by Mr. Vanderlip, although he admits the gold miners are in a very unfortunate position. Yet, there are many other widely known financiers, economists and miners, who take issue with Mr. Vanderlip on the basic features of the gold question.

E. B. Crawford, vice-president of the United States National Bank of Portland, Oregon, sees danger in the decreased production of gold and urges that measures be taken to stimulate gold production. He emphasizes the fact that gold is the one medium upon which business and commerce revolves. If credits are to be stabilized, the gold-producing industry must be saved from destruction, in his opinion.

The American Bankers' Association and other national organizations have had the gold question under discussion for years. Interest which had gathered increasing momentum by the time the armistice was signed, waned, apparently, however, when the war suddenly ended, because it was expected in most circles that the return to normal conditions would immediately start and that the gold question would readjust itself. But the expected did not occur. Conditions today in the world of business, finance and commerce are about as abnormal as during the height of the war period, with inflation at its greatest expansion.

Mr. John Clausen, vice-president of the Union National Bank of Seattle, who has made a thorough study of the gold situation, endorses the gold excise and premium proposal.

"The production of gold is a vitally essential industry which must be promoted to the fullest extent," says Mr. Clausen. "It is very apparent, however, that with a fixed value for the yellow metal, together with the rapidly increasing cost of material, labor and transportation, this particular industry, as now developed, is seriously affected and it would seem inevitable that unless some form of government relief is given to the producing mines, many of them will be compelled to discontinue operations.

"There are people who argue that if the Government would agree upon a plan to increase the value of gold from \$20.68,18 to say \$30 or \$40 a fine ounce, it would make a settlement of obligations possible with only half the metallic requirement otherwise necessary to redeem outstanding paper credits. This course, radical to say the least, would have a disastrous effect upon all credits and especially reflect upon the cost of living which in all probability, would climb to limits beyond the reach of the average citizen.

"Increasing the value of gold or giving it a premium does not necessarily give it a higher purchasing power, but, on the other hand, in the final adjustment, seriously disrupts the basis of international credit. To increase this uncertainty by tampering with the stand-

ard of international payment would be an extraordinary futile means of handling the situation and only make the confusion worse confounded.

"The principal nations of the world have adopted gold as the basis of their currency system. The market price for it is everywhere the same and equally certain at the standard price of \$20.67,18 a fine ounce. It may be an anomaly that economic civilization should depend for means of payment on the supply of a particular metal, but it will take much ingenuity to find a practical substitute for gold and secure for it the popularity and confidence that this precious metal commands. The mere fact that it has been chosen by the most enlightened commercial nations is strong proof that it is the best single commodity for practical use as a standard.

"It would seem very important, not only on account of our internal economic position, but also because of our position in international trade, to protect the monetary gold reserve of the United States from excessive withdrawals for other than monetary uses. Statistics of this year indicate that the consumption of gold in the arts and trades will exceed the production of new gold in this country.

"I have carefully analyzed the legislative proposal suggested by the American Mining Congress for the consideration of Congress to create a fund by imposing an excise upon the manufacture and sale of gold used for other than monetary purposes, this fund to be utilized as a premium to producers of new gold in order to stimulate production.

"This plan would seem a practical solution of the complex problem with which the gold-mining industry is now confronted, since it eliminates monetary entanglements and reduces the subject to the sale of gold as a commodity in its manufactured state. It would seem that such stimulation of the gold-mining industry would insure a sufficient supply of gold to the trades and at the same time protect the gold reserve."

In explaining how the use of currency has increased greatly between 1914 and 1919, Professor Vanderveer Custis, a well-known economist, declares that even Great Britain, which usually sets money standards, issued great quantities of currency during the war, and everything possible has been done by all countries to conserve gold. In the United States the federal reserve, he points out, has done much to keep the money market stable.

"There have been many plans offered for stimulating the production of gold and for increasing its value," says Prof. Custis. "It has been suggested that we cut down the amount of gold in our coinage by a few grains to the dollar, but that does not seem to be the solution. Increased production is the one solution of the gold shortage. The payment of a bonus on all new gold produced might accomplish that end, but charging an excise against all new gold used in manufactures and arts might have the effect of curtailing the use of gold in those industries, and thus cut down the consumption in that field. Increased production does not necessarily mean increased coinage and the turning of that increase into money. There must, however, be an increase in our gold reserve to offset the enormous increase in our issues of currency."

What definite action, if any, will be taken to clarify the gold situation, is as yet uncertain. The proposal for the excise tax and bonus, officially introduced in the United States house of representatives, is the first move toward the creation of a stimulus to gold production. Whether it will be enacted into law is very uncertain in view of the conflicting opinions as to the essentiality of increased gold production.

The whole gold situation seems to evoke the question as to just how important is the gold that forms the credit structure. Evidently it is a debatable question upon which much remains to be said.



# "In the Opinion of the Press"

## How the Editors View Questions Affecting Foreign Trade

**W**E are glad to note that strong criticism of the proposed attempt to dictate wool prices is developing in Australia. Apart from the widespread desire to be free from government control, and the suspicion that the scheme of fixing prices originated with officials who were desirous of perpetuating the existence of the large and costly staffs which have been administering the system which is to expire at the end of June, it is doubted by many growers whether the fixation of prices by an Australian growers and brokers' combination is practicable. It has been pointed out by one Australian critic that under the war control the later Australian clips were sold at about half the value of free wool, plus a half-share in the profits on only a portion of the clip. It is asked, with a good deal of justification, why the growers should share their profits with people outside the Commonwealth who have no right to them.—London Times Trade Supplement.

**T**HE nation that has the strongest footing in the Dutch East Indies is America, and up till now she has met with very encouraging success. This is largely due to the direct steamship communication and the maintenance of a regular service. This has, of course, increased her exports to the islands and at the same time has facilitated shipments of raw products to the United States. In former years a large percentage of American products found their way into the markets of the Dutch East Indies through Japan, and in many instances were sold as Japanese goods. . . . All this has now been changed, owing to the fact that American ships are now plying direct between the Indies and the United States, as well as the fact that facilities for introducing merchandise have been greatly improved by the opening of show-rooms and agencies.—Dutch East Indian Archipelago.

**D**OUBTLESS there will be within a reasonably short period tremendous development of railways in China, and they in turn will have a tremendous welding effect upon the country. It is necessary that within her borders there should be developed well-equipped technical schools in which the Chinese may be taught the arts and sciences necessary for the construction and maintenance of railways and other works. The telegraph and the postal system, in combination with the development of the public press in China, have already done a great deal toward unifying the people, and may confidently be counted on for a much larger effect in the future, and this, combined with more adequate railway facilities, will surely foster a greater feeling of nationhood and of closeness of relationship between the various provinces.—The Far Eastern Review.

**F**OREIGN competition has begun to make itself felt on the markets which Japanese merchants and manufacturers obtained during the war, and it is clear that Japan's export trade will not continue as prosperous as hitherto. It is reasonable to suppose, therefore, that this year's foreign trade will show a considerable unfavorable balance. Last year imports exceeded exports by ¥73,000,000, but there was no need for alarm, as we obtained ¥300,000,000 from foreign countries on accounts other than export. The greater portion of that amount was received by the Japanese shipping companies, but this year they cannot expect to make large profits in view of the prevailing depression in the shipping market.—Tokyo Nichi Nichi.

**A**S the culmination of the various exchange difficulties through which Indian currency and foreign trade passed during the recent war, plans are now on foot which will probably result in putting India on a gold basis of currency. India's position now insures a larger demand for gold in the Orient, and as the other countries work back to a more liquid basis gold will gradually reenter into actual circulation and the present inflation will be reduced. In the United States it may be doubted whether the gold certificates will ever get back to the place they formerly occupied as a hand to hand medium, but if they do not a somewhat equivalent result will be produced by the expansion of the gold reserve of federal reserve banks.—New York Journal of Commerce.

**C**OCONUT oil manufacturers in the islands are confronted with a peculiar situation in connection with the importation of copra from the South Sea Islands. . . . It appears that there is nothing at present to prevent Great Britain or any other power from securing from the Philippine Islands all of the copra which she may require—provided, of course, that she is willing to pay the current market price, or better. At the same time our oil industry is running very close to the danger line, due to the fact that the visible supply of copra is barely sufficient to meet the needs of our mills. Oil manufactured here today cannot be sold in the United States at prevailing prices there without loss to the local manufacturer, largely due to the fact that the European industry, supplied in part at least from local sources, both in oil and copra purchased under contracts entered into months ago, is able to undersell us in the American market. And this is by no means fair to the people of the Islands.—Manila (P. I.) Bulletin.

**E**VENTS which have exercised a sentimental influence on the speculative situation rather than substantial changes in fundamental conditions apparently are responsible for the recent improvement in the European exchange market. Chief among these was the announcement from London that Great Britain and France intend to retire, rather than to refund, the \$500,000,000 Anglo-French Loan of 1915, which matures next autumn, and the intimation of a movement of gold from England and France to the United States in connection with the payment of this loan. While no definite information regarding such a movement is available it seems highly improbable that receipts would offset to any considerable degree the outflow of gold from the United States, which has occurred during the past months and which still continues.—Commerce Monthly, published by National Bank of Commerce of New York.

**T**HE fact is recognized that Germany cannot, under present conditions or those likely to prevail in the near future, build 200,000 tons of shipping for the Allies and at the same time turn out enough tonnage to meet her essential needs. Hence the probable abandonment of the provision of the peace treaty for the construction of a million tons of ships in German yards for the Allies, who are now beginning to see the unwisdom of their policy towards their fallen foe. A year ago they were insisting on the surrender of all German ocean-going ships and the banishment of the German flag from the high seas. It is now realized that without shipping, the industrial rehabilitation of Germany will be long deferred if not made impossible.—Nautical Gazette, New York City.



# What's Doing in World of Foreign Trade

## Current News Affecting International Commerce Skeletonized

**W**ITH a view to preserving sufficient rice for the consumption of the Indian people, the Government of India has decided to retain its control on the shipment of rice. Minimum requirements in quarterly instalments will be supplied those foreign countries actually dependent upon India for rice. India's crops last year were very good, but on account of the great demand from other countries the price still remains at a high level. It is pointed out that if the ban on the export of rice were removed, a large quantity would be disposed of to outsiders, and the emergency reserve would be completed, sending the price up higher.

**T**HE Australian Customs Department desires to emphasize to American exporters that the domestic value which the customs regulations require to be shown in a separate column on the invoice in the case of goods dutiable at ad valorem rates must be expressed, as regards goods exported from countries other than the United Kingdom, in the currency of the country of export, not in sterling. This applies whether the goods are shipped direct from the country of export or sent to the United Kingdom in transit to Australia. When such goods are re-invoiced from the United Kingdom the British invoice must be accompanied by the original manufacturers' or suppliers' invoice, but if desired the original invoice may be forwarded confidentially to the collector of customs at the port of entry into the Commonwealth.

**E**XPORTATION of raw materials from Peru will be restricted until "the home market shall have been supplied at normal prices with the derivatives of such materials," according to a recent official announcement. Under these restrictions the exportation of unginned cotton, cottonseed and cake is forbidden excepting under license from the Government. Cottonseed may be exported only after oil manufacturers have either purchased or have contracted for a year's supply at a fixed maximum price (approximately \$1.75) per 46 kilograms. There is also created a new "cottonseed export tax" on a graduated scale. It is also required that oil manufacturers shall report the quantities of oil and seed they have in stock and the quantities of such they will require for their industry in accordance with their consumption until the following crop.

**T**HERE is no other product imported from the overseas Pacific countries by the United States that is more speedily handled at Pacific ports and rushed to the buyer than raw silk. A new record in the delivery of a great silk shipment from Seattle to New York was recently established. Less than five days were consumed from the time the product raced out of Seattle in a special express train until it was in the hands of the eastern buyers. The train speeded eastward over the tracks of the Northern Pacific and the Burlington system to Chicago, where the Chicago car was dropped, and then raced onward over the rails of the Michigan Central and the New York Central to New York, where the New York consignment was delivered. The five New Bedford cars continued to that city over the tracks of the New York, New Haven & Hartford Railroad. The New Bedford cars reached their destination also on March 21.

**O**RGANIZATION of a great trade excursion to the United States and plans for an international exposition for foreign goods in Mexico City are being formulated by the Federation of Mexican Chambers of Commerce. It has been decided to inaugurate a special motion picture service for the purpose of exhibiting technical and commercial films throughout the United States. The projects determined upon, it is declared, will prove the stability of the Mexican government and business firms in that country, increase commerce between Mexico and the United States, help eliminate misunderstandings and bring about closer relations.

**G**REAT BRITAIN is fundamentally sound, both financially and commercially, declares the American Chamber of Commerce of London in a statement referring to differences in the financial position of Great Britain and the continental European countries. After a thorough discussion with the leaders of British finance, illuminated largely by the addresses of the chairmen of five leading British banks to the stockholders in annual meeting, the chamber of commerce prepared a message to the American public setting both the above facts in detail.

**W**ITH an estimated population of 8,600,000, the metropolitan district of New York is expected to be shown the biggest city in the world when the official census count is announced. The estimated population of the metropolitan district of London, which for many centuries has been the largest in the world, is 7,500,000. In 1910 London proper was smaller than New York proper by 243,919 people, but the English metropolis claimed it was the largest city in the world because of the size of the metropolitan district. Now it appears that the New York metropolitan district is larger than the London metropolitan district.

**A**PPPOINTMENT of a committee consisting of representatives of shipbuilding concerns in the Atlantic Coast, Gulf, Great Lakes and Pacific Coast districts to work for the advancement of the American merchant marine along lines beneficial not only to the shipbuilding industry of the United States but to shipping and commercial interests, labor and the public as well, was authorized at a recent meeting held in New York City under auspices of the Atlantic Coast Shipbuilders' Association. Resolutions were adopted at the meeting, endorsing a system of legislation through the medium of preferential duties whereby, it is held, American shipping can be enabled to meet successfully the competition of any other nation.

**L**ARGER crops in South America, Europe, and Asia are predicted by the International Institute of Agriculture for 1920. France has increased her wheat area considerably, while in British India an increase of 15 per cent in the area of wheat land has been reported. This year's crop of barley in Argentina will be 202 per cent beyond the average of the last five years, due partly to excellent weather and partly to an increase of 37 per cent in the area cultivated. Difference in exchange which increases the cost of shipping from 12 to 25 per cent, according to the country shipped to, is responsible for the falling off of wheat exports from the United States.

# All That is New in Marine Law

By GEORGE F. RICHARDSON



THE Supreme Court of the United States holds that the owner of a tug which causes a collision is liable for the resultant damages only to the extent of the value of its interest in the tug, even though the same party owned a car float and another vessel that were lashed to either side of the faulty tug at the time of the collision. Interpretation of the following federal statute was the course by which this decision was arrived at: "The liability of the owner of any vessel for any injury by collision shall in no case exceed the value of the interest of such owner in such vessel."

"Such vessel" was held to mean the vessel causing the collision, although the actual physical contact was solely between the car float and the steamship "Vauban," whose owners sued for their damage. The tug went untouched. With an agreed value of \$28,036.98, and no contest as to the liability of the tug's owner, recovery against the latter was limited to \$5,750.00.

Liverpool, Brazil & River Plate Steam Navigation Co. vs. Brooklyn Eastern District Terminal, 4 Sup. Ct. Advance Op. 85.

Charterers cannot avoid liability for delay in discharging a vessel, unless such delay is caused by the vessel's structure or equipment, with unequivocal provision to that effect in the charter party. That is the effect of a recent decision of the House of Lords on a suit by the owners of the Danish vessel "Hansa" to recover of the charterers demurrage for delay in discharging the vessel.

To make plain the extent to which the decision goes, the following provision of the charter party is reproduced:

"The cargo to be loaded and discharged 'at the rate of not less than 100 standards per day, counting from steamer's arrival at the respective ports, and notice of readiness given in writing during business hours, and permission to load granted, whether berth available or not, always provided that steamer can load and discharge at this rate.'"

By the custom of the port of destination, which the charter party adopted, the work of discharging the vessel was an operation to be performed jointly by vessel and charterer. The vessel was responsible for getting the cargo onto the quay; the charterer, for removing the cargo from the quay as fast as it was discharged. Due to shortage of labor neither party was able to perform its part of this operation at the agreed rate. The vessel was consequently detained nearly seven days.

Charterers refused to pay demurrage, in reliance on the proviso "that steamers can . . . discharge at this rate." But the court sustained the demurrage claim, and was sustained on appellate proceedings which ended in the House of Lords.

In reaching this conclusion the courts applied the old rule that holds the charterer liable for any delay not caused by the vessel's fault; that is, where nobody is to blame and the loss of detention is as much the charterer's as where the latter is at fault. Local labor conditions were deemed beyond the ship's control, and therefore charterer's risk.

Alexander & Sons vs. Aktieselskabet Dampskibet Hansa et al., 25 Com. Cas. 13.

Vessels are subject to liens for damage by negligence to shipments, as soon as the latter are received aboard,

regardless of the fact that the bills of lading have not been signed on behalf of the ships. On this principle the steamship "Esrom" was subjected to a lien for damage by delay to perishable cargo received by her. The court went the length of deciding that the shipper did not need to show that punctual sailing of the vessel would have landed the goods at their destination in time to prevent deterioration.

The Esrom, 261 Fed. 624.

That gambling in the form of marine insurance on something in which the insured lacks a legal interest creates no valid contract is a rule doubtless long understood by underwriters. But the invalidating effect of a gambling policy is shown by the decision in *Cheshire & Co. vs. Vaughan Bros. & Co.*, to go beyond the unsanctioned contract itself.

Insurance brokers may find in this English decision a useful guide post concerning what is called the "P. P. I." policy. The holding that this form of policy is void under the English Marine Insurance Act of 1906 probably is not new. But according to the above named case this act invalidates any policy which reads "interest or no interest" or "without further proof of interest than the policy itself" or "without benefit of salvage to the insurer," regardless of whether or not the insurable interest exists; the mere use of such terms in the policy brings it under the ban of the statute.

In the case named, *Cheshire & Co.*, warehousemen, ordered of *Vaughan Bros. & Co.*, insurance brokers, a policy on the cargo of the "Glenaffric" to protect the former company from failure of that cargo to reach their warehouse, whither it was destined from South America under arrangements that were to give them its storage. One risk they sought to have covered was the possibility of diversion en route by the British government, which was the carrier.

The cargo was diverted and *Cheshire & Co.* sued on the policy, but was defeated by the fact that the insurers had never been notified that diversion for purely business reasons, such as that in question, was one of the risks covered.

*Cheshire & Co.* then sued *Vaughan Bros. & Co.* for negligence in not taking the necessary procedure to obtain the kind of policy they agreed to secure. This suit would have been successful but for the gambling features involved. The court held that, as the policy desired would not have been enforceable because of these anti-gambling rules, *Cheshire & Co.* had lost nothing through their brokers' negligence, and therefore could not recover damages.

The opinion in the case goes further. It declares that a contract whereby one party agrees to secure for the other a gambling contract, or one the law so considers, is no more enforceable than the gambling contract itself.

*Cheshire & Co. vs. Vaughan Bros. & Co.*, 25 Com. Cas. 51.

"A master of a tug, undertaking to tow a vessel in a home port, is bound to know the proper and accustomed waterways and channels, the depth of water and natural formation of the bottom, whether in its natural state or as changed by permanent excavation, and he is chargeable with notice of recently changed conditions, either in channels or harbors, if means of knowledge exist and are available to him."

Under this rule the Great Lakes Towing Co. was required to pay \$35,000.00 damages, being the full value

of her two tugs which towed the steel vessel "Bradley" upon boulders some 17 feet below the surface of the Calumet River, Chicago. The strength of this holding lies in the fact that it was rendered in spite of the Government's official announcement that the river was 22.7 feet deep at the place of the accident. It was proven, however, that the Government had learned that this figure was inaccurate as to the point of grounding, and accordingly had engaged the Great Lakes Dredge and Dock Co. to excavate there to that depth. Excavation had been in progress shortly before the accident and was suspended for the winter.

These circumstances should have put the tug master on notice, and had his suspicion been sufficiently aroused to cause him to examine the dredging contract, he would there have learned of the actual depth at the fateful place. The fact that no vessel drawing over 12 feet of water had ever previously been taken to this place was regarded as significant.

Action against the dredging company for failure to complete the excavation before ceasing work for the winter was dismissed.

Great Lakes Towing Co. vs. Alva S. S. Co., 261 Fed. 261.

Mutual mistake made in good faith in joint computation by a water carrier and his shipper as to the carrying capacity of the steamer contemplated to perform the carriage relieves the parties from their obligations under the agreement, where the mistake is that the vessel would carry over twice as much as was her actual capacity. Contemplation of this holding should be tempered by the knowledge that the vessel was not one that the carrier had been operating previously.

Ontario Paper Co. vs. Neff, 261 Fed. 353.

Not all charter parties can be relied on to the letter in every particular. If a printed form is used by the parties, insertions in writing contrary to printed provisions nullify the latter insofar as the two conflict.

A recent Georgia appeal to the United States Court of the Fifth Circuit raised this question. A printed provision of the charter read: "The steamship to be discharged with all possible dispatch according to the custom of the port of discharge . . . upon shipment of the cargo and acceptance by the master, and on settlement of dead freight, if any, or of any freight not represented by bills of lading, and of demurrage if any at port of loading, charterers shall be deemed to have fulfilled this charter party, and shall be under no liability thereafter, under any provisions thereof, for any matters, past or future, or for any loss, damage or other claim of breach of charter party."

A provision inserted in writing read: "If full cargo shipped to Genoa, fourteen (14) running days (Sundays and holidays excepted), to be allowed for discharging. Part cargo proportionate time—time counting on her arrival at port, berthed or not, any custom of the port to the contrary notwithstanding."

The charterers kept the ship over six weeks after lay days started running under the written provision, and denied liability for demurrage under the printed clause above quoted. They argued that after all questions had been settled preparatory to the voyage and the vessel had left the loading port, their liability ceased by virtue of this provision. The district court sustained them.

On appeal, the case was reversed. Judge Walker stated the general rule that in deciding which of two conflicting provisions of a contract controls, that which is more particular and special must be given precedence. He points out that printed forms into which agreements of various kinds are fitted, necessarily are more general than a clause written into one of these agreements peculiarly adapted to the circumstances of that particular contract.

The discharging stevedores were named by the charterers. The fact that the former were paid by the shipowners was held not to relieve charterers of responsibility for the delay.

Compania Anonima Maritima Union vs. Strachan S. Co., 261 Fed. 57.

Failure of a wharf owner to inspect a mast furnished for loading fish plates, when there was a section of the mast where decay was quite possible, rendered the wharfinger liable for the death of a third person resulting from the breaking of the mast under an excessive load.

The stevedore company which loaded the sling twice as heavily as it should have done was held likewise liable, even though the double load would not have broken a sound mast.

State of Maryland vs. Atlantic Transport Co., 261 Fed. 416.

Both the grain elevator company and the Pennsylvania Railroad Co. as its real owner and operator were held liable to the ship "Willem Van Driel" for damages to the vessel and its cargo caused by an explosion in the elevator at the dock where the ship was loading and due to negligence in the operation of the elevator. The vessel's owner was not limited to recovery of one-half the damages from each company; each respondent being found liable for the full damages, with the right of the vessel to collect in full from either or both, until it had recovered all the damages allowed.

Insurers, also, may be interested in the Circuit Court's refusal to withhold damages from libellant on account of the trial court's failure to apportion them between the ship and its underwriters. The reason assigned was that damages recovered by the shipowner would, to the extent of the insurer's interest, be held by the former for the benefit of the latter, and would, therefore, preclude a second recovery against respondent by the underwriters.

The Willem Driel, Sr., 261 Fed. 269.

Indefinite shipping articles will not bind a seaman and prevent him from quitting his ship at an American port and libeling the vessel for the wages due him. Articles descriptive of the voyage, as follows, were adjudged void for indefiniteness. "From the port of Baltimore, Maryland, to such ports or places in any part of the world, via an American port, as the master may direct, and back to a final port of discharge in the United States, for a term not to exceed six calendar months."

The Quoque, 261 Fed. 414.

For an injury to one of her seamen due to negligence of other members of her crew but in nowise to any defect in her condition or equipment, a steamer was libeled for compensation for the injury.

By paying for the cure, so far as that could be effected of the loss of a finger, and giving the seaman his wages for the full voyage, the Great Lakes Steamship Co. had, it contended, discharged its obligation to the injured man. But the court held an injured seaman entitled not only to cure and wages to the end of his voyage, but also to maintenance during the period he was thus disabled.

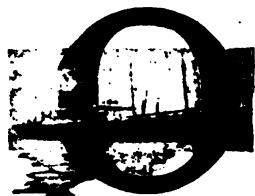
Great Lakes S. S. Co. vs. Geiger, 261 Fed. 275.

Excessive speed in a dense snow storm prevented the owner of the "Stanley Howard" from collecting all his damages caused by the collision of the "Howard" with the New York municipal ferry "Bay Ridge." The same fault on the part of the ferry rendered the city liable for half the damages.

Sutter vs. City of New York, 261 Fed. 422.

# American Motor Vehicles Dominate Markets of Pacific Ocean

## 4. Australasia



For all the Pacific markets, Australasia, embracing Australia, New Zealand and Tasmania, holds the greatest opportunities for the American manufacturer and exporter of automobiles. The buying power of the people of these markets is of unusual strength and, above all, American cars, imported almost exclusively during the war, enjoy a very favorable reputation. European competi-

tion is excellent. The larger cities have excellent pavements and the roads in the country are generally good. There is a very large mileage that is being gradually extended. The motor centers include Sydney, Perth, Melbourne, Adelaide, Brisbane and Newcastle.

### Road Improvement Under Way

The government of the Commonwealth has decided to expend nearly \$10,000,000 over a period of five years at the rate of \$2,000,000 per annum for the construction of main roads. The cost of all work of construction is

in the first instance to be paid for by the State government, but municipalities chiefly benefited are to refund gradually over a period of 31½ years, with interest and sinking fund at the rate of six per cent per annum. A special fund has also been provided for the maintenance of highways. The law provides that the State board shall apportion annually to each municipality the amount that it must expend for this purpose, the funds being paid by the State in the first instance, but one-half of the amounts ultimately to be refunded by the municipalities benefited.

Recent passage of the development roads' act has made available the additional sum of \$2,433,250 for expenditure within the next five years. Works provided for by this fund have been started. These projects are of great significance to the market in motor vehicles.

Motor trucks are gradually replacing the horse-drawn wagons in the cities. Many department stores in Sydney and other metropolitan cities have purchased trucks and inaugurated a motor delivery service and also use them in carrying heavy freight between railroad terminals, steamship wharves and warehouses. Motor water wagons are used by the municipality of Sydney in watering the city streets and five-ton motor wagons are being used for the removal of garbage.

### Commercial Cars Profitable

"We have no hesitation in saying that there is no one in New South Wales today who can point to a commercial motor vehicle that is not proving at least

## Facts and Figures

MANUFACTURING of motor vehicles is one of America's greatest industries. Facts and figures compiled by Alfred Reeves, general manager of the National Automobile Chamber of Commerce, show the vast scope of this industry which is assuming greater proportions each year. Following is a detailed description of the United States automotive industry:

Motor truck manufacturers in production .....	170
Passenger vehicle manufacturers in production.....	90
States in which factories are located .....	32
Employees in automobile factories .....	580,000
Passenger cars produced in 1919 .....	1,586,787
Motor trucks produced in 1919 .....	305,142
Total motor vehicles produced in 1919 .....	1,891,929
Wholesale value of passenger cars produced in 1919....	\$1,399,262,995
Wholesale value of motor trucks produced in 1919.....	\$408,811,585
Wholesale value of all vehicles produced in 1919.....	\$1,807,594,580
Average wholesale price of passenger cars produced in 1919 .....	\$882
Average wholesale price of motor trucks produced in 1919 .....	\$1,338
Number of passenger automobiles exported in 1919....	62,624
Automobile tires manufactured in 1919 .....	30,000,000
Total dealers, garages, repair shops, etc., in U. S....	62,036
Passenger car dealers .....	32,317
Motor truck dealers .....	18,943
Garages .....	36,247
Automobile repair shops .....	43,284
Value of motor vehicles and parts exported in 1919....	\$146,384,516
Number of passenger automobiles exported in 1919....	62,624
Value of passenger cars exported in 1919 .....	\$68,946,740
Countries to which automobiles were exported.....	81
Number of commercial cars exported in 1919.....	14,748
Value of commercial cars exported in 1919.....	\$35,372,419
Motor vehicles registered in U. S., approximately....	7,100,000
Motor vehicles in New York State .....	570,000
Motor trucks in use in United States .....	700,000
Tons of goods hauled yearly by trucks (estimated)...	2,200,000,000
Cost of hauling by motor trucks at 18 cents per ton mile .....	\$1,980,000,000
Cost of hauling on basis of 24 cents per ton mile by horse and wagon .....	\$2,640,000,000
Value of passenger service at railroad rate of 8 cents per mile .....	\$2,525,000,000
Number of persons in United States to one motor car .....	15.96
Percentage of cars sold to farmers in 1919 (estimated)	.40
Automobiles in United States for each square mile..	2.1

a thoroughly sound business proposition to its owner," says The Sydney Herald. "The causes of past failures are unsuitable vehicles, ignorance of owners, incompetence of drivers and local conditions least of all, if at all."

Although the use of commercial motors in Australia is still limited, yet the successful beginning of such cars seem significant of important possibilities in the future. Australia is a country of enormous distances in proportion to population, having an area greater than that of the United States, excluding Alaska, so that economical transport of goods always presents a serious problem to those engaged in trade, especially as railroad facilities are still very inadequate. American manufacturers of commercial cars have a wide field to cultivate here.

in which they were sold and put in the hands of the purchasers. This was, at least in part, due to the lack of provision made by manufacturers and importers for properly informing the owners with regard to the handling of the machines, and to the inadequate consideration given to the fundamental principles that should have been observed in placing machinery of an unknown type in the hands of the farmers.

Most of the machines imported into the Commonwealth during what may be termed the "first period" in the development of the tractor business remain today as significant evidence not so much of their unworthiness as of the hasty and ill-advised methods that governed the first attempts to introduce them. This is to be sincerely regretted, for the advent of the smaller, more serviceable, simpler and better tractor of today,



Manufacture and Assembling of the Many Parts That go into the Making of an Automobile. A Scene in the Willlys-Overland Plant

Under custom decisions, wings, footboards, wind screens, horns, and dashboards are deemed parts of the body; and the chassis is deemed to comprise the mechanism of the vehicle, including frame, wheels, axles, springs, steering gear, engine, transmission gear to tanks for fuel, water, everything in fact, excepting the body and the tires. As the engine and carburetor may be used for other purposes than for motor cars, they are dutiable at 20 per cent if imported separately.

#### Field Opens for Tractors

Several years ago when tractors began to receive marked attention in this country, they were imported into Australia in some numbers. It was found, however, that the purchasers were, as a rule, not prepared or equipped to make a success of their operation. More than to any fault of the machines themselves, their failure must be attributed to the inadequate manner

with the enormous possibilities that are apparently open to it in Australia, is not so favorably received there on account of the injudicious policy in the past. Time will undoubtedly confirm the opinion of many observers that Australia is one of the most attractive fields for the sale of American tractors.

The extensive character of wheat growing would alone warrant such expectations. Horseless farms are expected to become a reality in Australia when the tractor is really known. American manufacturers must not throw the whole responsibility for marketing tractors on the shoulders of the importer. Cooperation both in personal representation and in advertising is declared advisable.

There is danger that the confidence of the manufacturers in their own machines, based on an intimate knowledge of their construction, may obscure their realization of the fact that their machines at first will

be entirely unknown and will constitute a very perplexing problem to foreign importers and users. It is very important therefore, that they should be warned of this, and that they should be prepared to instruct their foreign agents carefully during the introductory period. In most cases this will be impracticable unless competent men from the factories are sent wherever the machines are introduced to remain for a reasonable length of time, with the object of instructing the agents concerning every phase of the tractors' work and operation, so as to insure the complete satisfaction of the ultimate buyer. In spite of the adverse conditions brought about by the war, large numbers of small-sized American tractors have been sold in Australia.

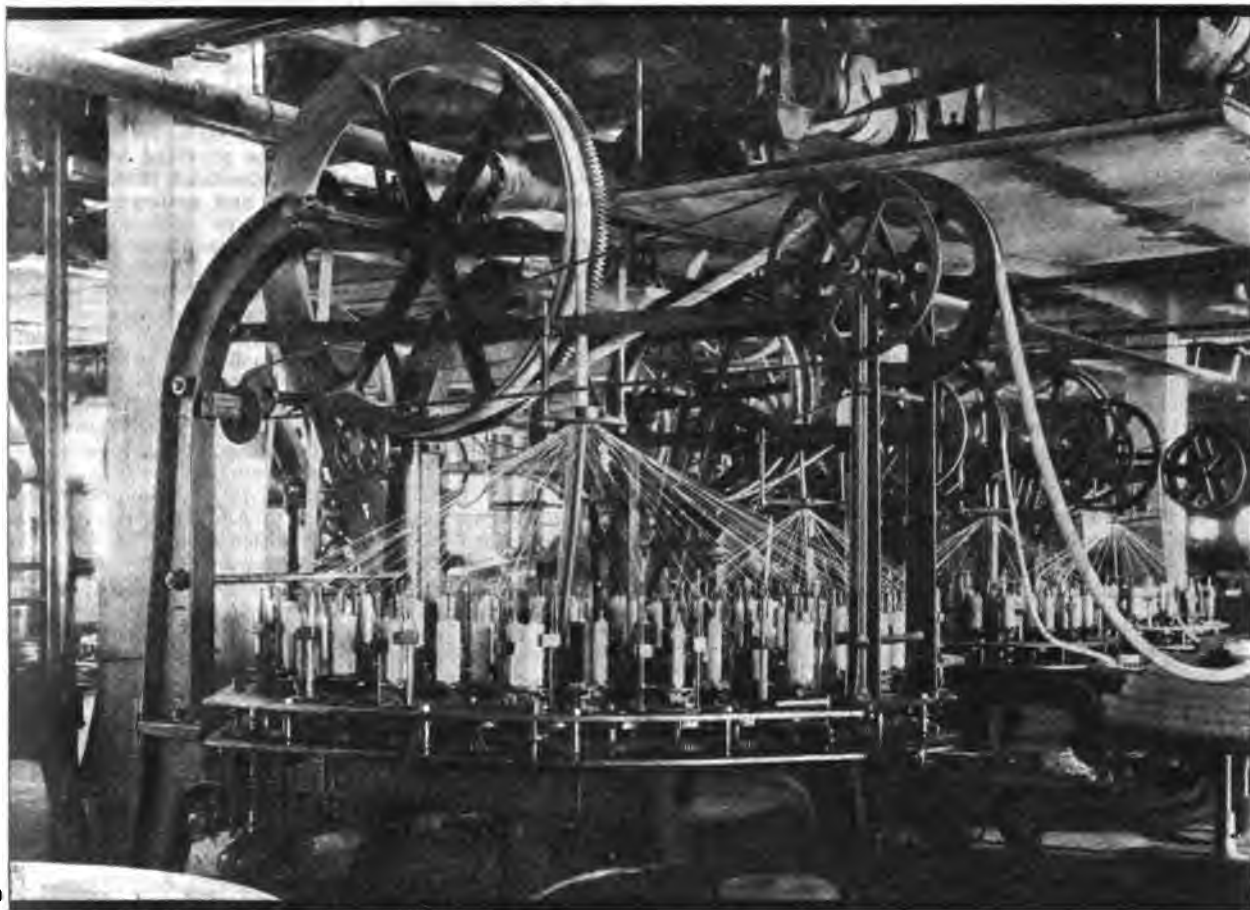
Australians may be described as a sport-loving, out-of-doors people, genial climatic conditions being large-

commodations in many sections. Between Sydney and the mountains the land is flat, but in the city proper there are several heavy grades on leading streets.

There are 27,000,000 acres under cultivation in Australia. The chief crops are wheat, hay, green forage, oats, maize, fruits, barley and vegetables. The land now under cultivation is only about two per cent of the land available. With the immigration to Australia which started following the end of the war, the undeveloped areas are expected to be widely opened.

Introduction of the farm tractors in Australia was accompanied by the same difficulties that marked the early sale of the machines in the United States.

The most popular and best adapted types for Australian requirements are from 12 to 20 horsepower. The market for larger machines, however, is increas-



Braiding the Outside Covering for Hose. A Scene in the Goodyear Plant

ly responsible, and the motor car appeals strongly to their fancy. The general requirements of the country seem to be best met by the American car. The most popular cars are from 15 to 20 horse power, water-cooled, with four cylinders, four speeds and reverse, right-hand drive, detachable rims, hood and wind screen. As many Australian roads are of a rutty character, a clearance of from 10 to 12 inches is necessary.

In the smaller towns, as well as the large cities, the automobile is coming more and more into use. Most of the big ranchmen own cars in which they travel the great distances to the residences of their neighbors or the nearest post office. Much of the country in this vicinity is hilly. The Blue Mountains running parallel to the coast only about 40 or 50 miles inland rise to a height of about 4,000 feet, and are popular as a summer resort area; there are good roads and fair hotel ac-

ing. Quality is becoming the first consideration among most buyers.

There seems to be a tendency in Australia to agree that machines with tracks will prove more acceptable than round wheel tractors, but round wheel machines will not be discriminated against if they prove capable of doing satisfactory work upon light sandy and wet soils. It will be well for American manufacturers to visualize the conditions under which tractors will work when operating machines of the stripper harvester type. Since only the wheat heads are taken off the crop the tractor will be called upon to travel over a heavy growth of straw, which will cause a good deal of slippage unless the wheels are fitted with suitable lugs. Machines that will successfully burn kerosene will also be preferred, although the difference between the cost of kerosene and gasoline in Australia is not so marked as in the United States.



Preponderance of automobiles and motorcycles in New Zealand are of American manufacture. Like other countries in the Pacific field, New Zealand was compelled to turn largely toward America for her imports of motor vehicles during the war and this trade that became deeply entrenched by the time the war ended will continue as our products are generally well liked.

In 1916-17 fiscal year the United States exported 3,554 passenger cars valued at \$2,558,118 to New Zealand. In the succeeding fiscal periods the entry of the United States into the war and the consequent drain on the American automobile factories for the products for military use, combined with decreased shipping facilities and many other items, cut into the exports. In the 1917-18 fiscal year the United States exported 1,818 passenger cars valued at \$1,453,311 to New Zealand while that country imported 1,712 passenger cars valued at \$1,798,767 in the 1918-19 fiscal period.

It is roughly estimated that there are 25,000 automobiles in use in New Zealand, approximately 8,000 of which are used for commercial purposes and the other 17,000 for pleasure. At least another 25,000 people, it is declared, have sufficient incomes to purchase and maintain motor cars, and another 10,000 have the necessary means to purchase and maintain motorcycles.

During the past two years motorcycles have attained considerable popularity in New Zealand. The usual equipment furnished with motorcycles is a front stand, parcel carrier, necessary tools, and holder for front and back number plates. Lamps and speedometers are sold as extras. Side cars are very popular, especially in the Auckland Province, where approximately one-half of all American motorcycles are sold with side-car attachments. Imports of side cars in 1914 totaled 467 in number, 459 of which came from England, seven from the United States, and one from France. In 1918, the number of side cars imported was 292; the United Kingdom supplied 112 of these, and the United States 180.

The United Kingdom is, of course, the greatest competitor of the United States in the New Zealand field.

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## How the AMERICAN AUTOMOBILE

has been received in the Dutch East Indies, Philippines, Malaya, India, Ceylon and Siam, and what the future holds for automotive vehicles in these countries is told in

## *PACIFIC PORTS for JULY*

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Preferential tariff rate of 10 per cent for all imported goods produced or manufactured in the British Dominion is a point in favor of British machines but the American make has gained many points in popular estimation that well offset this obstacle. New Zealand has a population of about 1,200,000 people, whose buying power is excellent. The mileage is very large and the roads on the average are in very good condition although in the rainy season traveling is difficult in many sections.

Fully 50 per cent of the population of New Zealand is rural and a big demand exists for automobiles and trucks. With American makes in favor, the future is bright for the exporter in this country if he faces the foreign competition that is gradually becoming more keen in a vigorous manner.

Shortage of labor during the war had the effect of turning the attention of a great many New Zealand farmers to the use of the tractor. A demand was created that will doubtless increase. Duty on motor-driven tractors is 20 per cent, the same as on automobiles and other motor vehicles.

The chief centers for motor vehicles are Auckland, Wellington, Christchurch, Dunedin and the Canterbury farming district.

The cheapest five-seated American car (20 horse power) on the market sells for about \$1,350. No English or Continental car of equal power on the market sells for within \$1,000 of this price. The agents of English and Continental cars, however, claim that the American cars are not nearly so durable as their own and must necessarily soon get out of order and show rapid depreciation when subjected to hard service on New Zealand roads. The testimony of local owners of American cars seems, however, for the most part favorable, especially when these cars are in charge of persons who understand their mechanism and give them reasonable care. American motor-car manufacturers who may desire to cultivate the New Zealand market should see to it that any agencies here offering their cars for sale should be provided with expert mechanics, who thoroughly understand them and are able to give competent advice and assistance to customers. American manufacturers should occasionally send out well-qualified representatives to New Zealand to tour the country, not only to demonstrate and advertise their machines, but also to help educate local mechanics and any local owners as to how to properly look after their cars and correct any defects that may develop. Much good was done in this way by the round-the-world tour of the Hupmobile car, which toured New Zealand from Auckland in the North to Invercargill in the south recently, and subsequently toured through Tasmania and Australia. As New Zealand is very remote from the great motor-car factories of the United States, it often happens that through lack of experience with American cars difficulties may develop concerning which it may take months of tedious waiting to get advice or suggestions from manufacturers.

As New Zealand has a large area with a more or less scattered population, motor-car facilities for transportation seem almost indispensable in many instances, especially because many districts are remote from railroads.

### Lower-priced Cars Popular

Automobiles used in New Zealand range in price from \$1,400 to \$2,000 for the cheaper class of cars and from \$2,000 to \$3,500 for the more expensive makes. For cars priced at more than \$3,500 the market is very limited.

The most popular types of cars here run from 12 to 20 horse power. There is practically no sale here for higher powered cars than 20 horse power. One of the first considerations of motor-car purchasers in this country is petrol or gasoline consuming capacity, and no car can get a good sale which does not have a good record in this respect.

Automobiles for the New Zealand market should have four cylinders, as there is little or no sale for single and two-cylinder cars. There should be four speeds forward and one reverse in the gear. The Bosch ignition is in demand here; American variation ignitions have not proven popular. Large tires are best for New Zealand conditions. Only the torpedo, or fore-door body is, as a rule, liked in this country, and the open American touring cars are often considered to have a disability in this respect. It is not usual for cars to be required to seat more than three people behind and two in front, except for special tourist traffic. As already explained, the smaller types of car

(Continued on page 156)

# Shipping on the Pacific

By WILLIAM CAMPBELL



**W**HOLE arrays of hard, practical facts have been presented in recent months by shipping and commercial authorities in arguments against permanent government ownership and operation of merchant ships, most of the arguments being predicated on actual conditions as to earning capacity of tonnage, levels of ocean freights, cost of construction, upkeep, insurance, and so forth. But it

has remained for a labor union leader to deal the government ownership theory what is perhaps the most staggering blow of all, and that leader is Andrew Furuseth, of San Francisco, president of the International Seamen's Union of America.

Government ownership of material or appliances, he says, usually means government ownership of men and "carries with it, then, a semi-slavery."

number of the national leaders of the land unions. There is this difference between Mr. Furuseth and the other union leaders. His views in this matter are based on first-hand experience, while their views are fundamentally theoretical—academic.

Aside from that, Mr. Furuseth's phrase, "carries with it, then, a semi-slavery," sounds a great truth for both land and sea.

## Furuseth Addresses Senate Committee

He outlined his position in a statement to the Senate committee on commerce when it was holding its hearings of what to do with the Emergency Fleet.

"Whatever you can sell at the full price, sell now," he advised the committee. "Whatever you cannot sell, charter on a bare boat basis, with the master, however, included (meaning that the Government should furnish the master)."



Section of the Busy Harbor of Auckland, the Great Commercial Center of New Zealand

In that statement, Mr. Furuseth goes deep into fundamentals. I might say, that he plumbs the depths of fundamentals. He puts into a phrase what most Americans feel deep down in their hearts. He deals with the human side of the problem. He has the gift of terse expression and his fearlessness in using the gift was demonstrated long ago.

That phrase of his, "carries with it, then, a semi-slavery," is the most damning indictment of government ownership and operation voiced in many years.

It is a great truth—a whiff of the fresh sea air in a tepid, murky atmosphere.

Mr. Furuseth, it is hardly necessary to explain, is responsible for the Seamen's Act, which contains a number of provisions that have been criticized adversely in this department on the ground that they have not stood the test in actual merchant marine operations.

The Seamen's Act was, and is, a great experiment. Its primary purpose is worthy—the improvement of working and wage conditions in the merchant marine—but history shows that such a monumental effort in legislation always has to be amended from time to time in the light of experience. No ordinary intellect, however, could have worked out the general scheme and details of the act.

In opposing government ownership and operation of the merchant marine, Mr. Furuseth clashes with a

"I prefer private ownership for this reason," he went on, "I have found that government ownership of material or of appliances usually means government ownership of men, and it carries with it, then, a semi-slavery which I do not believe in.

"If we can get conditions in employment where you do not need that, and where that does not need to be the case, that is a different proposition. But I do not know much about anything else except the sea. And as far as seamen are concerned, I think it is better for the nation, and better for the shipowner and better for the seamen, and better for the future, to make the shipowner free, to make the seamen free, to put them under certain obligations and enforce those obligations against either of them, but to make them free."

That statement goes to the bottom of things. It places the issue before Congress in a clean-cut definite form. I don't see where the last sentence quoted could be improved—as an interpretation of Americanism at its best. Freedom, safeguarded by obligations on the part of both employer and employee, is Mr. Furuseth's remedy for existing conditions.

"I say, 'get the Government out of business (operation of ships) as soon as you can conveniently do so,'" continued Mr. Furuseth. "But I believe that you cannot get out of it for a good many years. I am satisfied that even if you were to sell the vessels for a

song—as has been suggested here, you would not be able even then to sell them all, and you would be left with most of the vessels on your hands for the time being, because what they want to do is to get them for nothing ultimately."

Asked if he would have the Government ships disposed of with the idea of getting them ultimately into private hands "in a business sort of way," Mr. Furuseth answered, "exactly."

#### Would Charter Ships.

He added that he would charter as many of the government vessels as possible, but he did not expect that the Government would be able to charter them all. Those that could not be chartered, he said, should be allocated to ports where there are railroad terminals or where there are men willing to go into the shipping business. The allocated vessels, he said, should be placed under the strict supervision of some man who would teach the operators how to manage the ships and take advantage of the high freight period. He maintained that the period of high freights would last two more years.

These utterances of Mr. Furuseth are among the notable contributions to the discussion of the country's merchant marine problem.

required 65 per cent of certified men. A similar condition prevailed in other American ports, according to the latest data obtainable.

Ship operators have found that there are not enough certified American seamen to go around. An applicant for the certificate must pass a rather severe physical examination and have at least three years' deck experience at sea. Graduates of approved school ships may obtain the certificate after a year's deck experience.

If enforcement of the provisions of the act in this matter should result in tying up a number of vessels, it is considered likely that the required percentage will be reduced, as otherwise, the government's own ships would be the chief sufferers. They form the vast bulk of the country's merchant marine.

In the meantime the Shipping Board is going ahead rapidly with its establishment of new foreign freight services. It was announced recently that the new service from this country's Pacific Coast ports to the River Plate, South America, via the Strait of Magellan, will be handled by a fleet of nine freighters, each of 7,500 tons deadweight, the vessels being products of the Todd yard in Tacoma. The first, the *Padnsay*, was launched at the end of March and went on berth in Seattle April 26. She will complete in San Francisco



View of Lower Honolulu Harbor, Where Most of the Passenger Liners Moor

It is interesting to note that virtually at the same moment, Mr. Furuseth was giving his view to the Senate committee, the United States Supreme Court, the final legal authority of the nation, was deciding that the provision in the Seamen's Act, giving crews the right to draw their wages every five days when in port, applies to foreign ships in American harbors as well as American carriers. The decision was handed down recently in a case brought by British shipping interests. The full effects of this decision remain to be seen. It gives the crew of a foreign ship the same rights when in the ports of this country that have been granted to American crews when in any port.

While on the Seamen's Act, it is worth noting that the United States customs department early in April sent out orders to its representatives in the various American ports to enforce strict compliance with the provision of the act which requires that 65 per cent of the deck crew of an American ship, exclusive of licensed officers and apprentices, shall consist of certified seamen. The order is far-reaching and drastic, and it is understood that it has been issued as a means of testing the provision in question, the department seeking to determine whether the provision is practicable or should be repealed.

The act went into effect in 1915. Because of war-time conditions, the customs department adopted a lenient policy, and on the showing of the master or operator of a vessel that the required percentage of certified seamen could not be obtained, the ship was allowed to go to sea with whatever number she could sign on. The figures for the Seattle customs district show that 50 carriers departed from its port in 1919 without the

and other coast ports. Swayne & Hoyt, of San Francisco, managing agents for the new line, have selected A. M. Gillespie, Inc., of Seattle, as the Puget Sound agents.

A fortnightly service is to be maintained, the Shipping Board having decided to establish the line on a much greater scale than indicated by the first announcements. The River Plate is the gateway to one of the richest trade regions in the world.

#### Service to Latin America

With the new General Steamship Corporation, of San Francisco, as managing agents, the Shipping Board also has established a 20-day freight service between our Pacific Coast ports and the west coast ports of Mexico, Central America and South America. The company recently purchased the steamship *Meriden*, a medium-sized steel carrier, from the Shipping Board, and will use her in the service. She arrived in Seattle the last week in April to load part cargo, completing in San Francisco. She will be followed by the steamship *Wallingford*, of the Shipping Board, the second week in May. The *Wallingford* will be followed by another vessel to be assigned by the board later, and an early June calling will be handled by the steamship *Silverado*, also owned by the board. The General Steamship Corporation has appointed Capt. H. H. Birkholm as its Puget Sound manager.

The company, it was announced in April, has taken over the Pacific Coast agency of the South American Pacific Line operated by A. O. Ludvig, a Norwegian shipowner, and will have charge of the Norwegian steamships *Sinaloa* and *Baja California*, now running

between our coast ports and Central and South America. The new corporation is headed by Charles Belknap as president. He resigned recently from the United States navy, in which he was a commander. During the American war period, he served as director of the naval overseas transportation service.

The Shipping Board, it was announced recently, is also contemplating a freight service between Seattle and Australia and New Zealand.

Freight services previously established from the coast ports by the Shipping Board are handled by 25 steamships out of San Francisco, 23 out of Seattle, 12 out of Portland, and four out of Los Angeles. These services connect the coast ports with Japan, China, Straits Settlements, India, the Philippines and Europe. The European service embraces all the coast ports, and on the return voyage to the Pacific, the vessels for the present, at least, are calling in New York and other Atlantic coast shipping centers. San Francisco, in addition, has an around-the-world service, eastward to Europe via the Suez Canal and from Europe back to the Pacific Coast via the Panama Canal.

Next fall, according to the latest information, the Shipping Board will be ready to establish its passenger service from San Francisco and Seattle to the Orient, placing 14 large vessels in that business. It is under-

the voyage back to the East Coast. A monthly service is to be maintained. The Seattle branch of W. R. Grace & Co. has been appointed Puget Sound agent for the new line.

The two coasts have not been connected with a service since the American-Hawaiian Company withdrew the last of its fleet from the canal route shortly after America entered the European war.

That the route offers great attraction for shipping interests is evidenced by the fact that the Isthmian Line, a subsidiary of the United States Steel Corporation, is seeking to enter it. Under an act of Congress, no steamships owned by railroad interests are allowed to operate in the intercoastal trade via the canal; and it happens that the steel corporations own a small road. Whether this bars it from operating vessels in the domestic trade in the canal is a question that has been taken under advisement by the Interstate Commerce Commission of the United States. The primary purpose of the act was to prevent railroads from entering fleets in the canal route for the purpose of killing off competition by the all water route.

#### Plan to Expand Service

If the commission decides that the Isthmian vessels have the right to operate in the route, it is the plan



View of the Upper Honolulu Harbor,

Showing Boats Loading Sugar Cargoes

stood the fleet will be divided equally between the two coast ports.

The direct freight service between the coast and Europe has been hampered so far by the condition of foreign exchange. At the first of April, British exchange was stiffening, with the result that the coast's cargo offerings for Europe began increasing. When exchange returns to normal, it is predicted, a great freight movement from the coast to Great Britain and Continental Europe will develop. As to the return movement to the coast, the service is handicapped by inability to get adequate cargoes in the Old World, and this explains why the vessels in the route call in New York and other Atlantic Coast ports on the way back to Seattle and San Francisco. These calls, it is understood, will be omitted as soon as full return cargoes can be obtained on the other side of the Atlantic.

While the Shipping Board has been busy establishing foreign services, it has not forgotten domestic routes as was shown recently when it ordered four of its vessels into the intercoastal trade via the Panama Canal, with the Pacific Mail Steamship Company, of San Francisco, as managing agents. The Pacific Mail is the oldest American steamship corporation operating on the Pacific, and its entrance into the canal route will be followed with keen interest. For many decades it has operated fleets from San Francisco to Mexico, Central America and China and Japan and other Far Eastern countries, and has made history in those routes.

The first vessel of the new service sailed from Baltimore for the coast at the end of March, and at the end of April, another ship is loading on the coast for

of the company to place 12 new steamships, each of 11,000 tons deadweight, in operation between the two coasts, according to advices from New York. If denied the privilege, the company will probably operate a number of its vessels from New York to Vancouver, B. C., and after discharging the ships in Vancouver, send them to Seattle, San Francisco and other coast ports to load for foreign destinations. One of the Isthmian vessels already has been on the coast under that plan, carrying a cargo of sugar from Cuba to Vancouver and then loading on Puget Sound and in San Francisco for London and Belfast, Ireland.

Returning to Shipping Board developments, I like the way that Admiral William S. Benson, the new chairman of that body, has taken hold of his duties. He has a backbone, and backbones are what we need these days.

With characteristic vigor, he refused to allow shipping on the Atlantic coast to become concentrated in New York, and he has announced that the same policy is to be followed on the Pacific Coast. No one port is to be allowed to dominate another port or set of ports.

"It is the policy of the board," he said, "not to develop one port at the expense of another, and I will smash any plan that contemplates such a purpose. The Shipping Board will give earnest consideration to any complaints. We are here to build up the American merchant marine. To do this, we must have the sympathy and cooperation of the public. If the public will not help, we might as well close up the affairs of the Shipping Board and forget it."

(Continued on page 144)

# Increased Silk Production Urged to Meet Unprecedented Demands

By S. E. THORNTON



THE United States today is the silk leader of the world, importing more of the raw material, manufacturing more silk products and consuming more silk goods than any other country in the world. As the result of the swelling demands for American manufactured silk goods, both at home and abroad, a call has been issued by the silk manufacturers of this country to the Oriental producers to increase their production, and also to cooperate with the American buyers to meet their requirements, especially in reeling their silk into standard American skeins.

The Orient is the greatest supplier of raw silk to America. Of the total amount of unmanufactured silk imported by the United States in 1919, which was valued at \$341,886,776, Japan and China furnished \$310,589,720 worth. In 1918 the total value of unmanufactured silk imported by this country was \$194,198,598, as against a total value of \$189,752,910 in 1917.

A substantial fund has been raised in the United States for the purpose of waging a campaign in foreign countries to stimulate production. It is not the purpose of American silk manufacturers and importers to supervise sericulture in any other country, but to show the sericulturist the needs of the American silk industry and the advantage to him in catering to these needs. Central Asia and the Levant will be particularly encouraged to increase their production and ship their product to the United States.

Price of the Oriental raw silk has materially increased in recent years. This fact is emphasized in

culture can be undertaken with success in this country. The present movement in sericulture, it is explained by the Silk Association of America, has been stirred up by a group of foreigners from nonsilk-producing countries who propose to provide mulberry trees for the silkworm farms they would plant, and likewise the original supply of eggs to be furnished without cost to any company, which would agree to purchase the resulting cocoons at 85 cents a pound.

Although mulberry trees may be grown in the United States, the propagation of silk worms, it is pointed out, involves a tremendous amount of manual labor, which could not be procured profitably in this country, while the Japanese laborers are being worked for a few cents a day in the cultivation of the silkworm in their native land. As illustrative of what American producers would confront in Japanese and Chinese competition, The Silkworm, official publication of the Silk Association, gives the following observations made by D. E. Prouty, who recently investigated the labor conditions in those countries incidental to the silk industry:

"In nearly every district in China," he says, "I found that farm labor, working from daylight to dusk, could be obtained at from 10 to 30 cents, silver, and five to 15 cents, gold. The farm coolie throughout the Yangtze Valley gets about 20 cents, silver, a day. These prices are for male labor, and of course female and child labor gets very much less.

## No Market for Cocoons

"Regarding the price of cocoons in America, I will state that there is absolutely no market for them with the exception of cocoon waste, used for the manufacture of spun silk and similar products. In normal times I believe the price of this varies from 45 to 65 cents a pound. Last summer I visited many cocoon markets in Central China when the highest grade cocoons were being sold, and the price ranged for fresh cocoons from 30 to 40 cents, silver, that is, 16 to 20 cents, gold.

"The finest quality of cocoons produced in the Wushih district did not sell at any time during the season for more than 45 cents, silver, a pound, and the reelers considered this an exorbitant price. While I was unable to obtain any very accurate information as to farm labor costs and cocoon prices in Japan, I am of the opinion that both are not very different from those in China.

"The Japanese laborer works from daylight to dark during the long summer days, and women and children are employed even more exclusively than in China. The average family in Japan is eight children, and in both countries the family is maintained as an industrial unit to such an extent that frequently a country village will consist of a single family working for a common fund.

"In my opinion, American farm labor, even with all of the improvements of machinery which might be brought to its assistance, stands very little chance in competition with any products which China or Japan are suited to produce. Silk cocoons cannot be successfully reeled into raw silk threads in this country for the same reason. Our labor is neither suited by temperament nor reduced to the low level of wages or standards of living which will enable us to compete with the Oriental reelers.

"In the Chinese steam filatures the wages range from a few cents a week for children from five to eight

## ARE YOU PUZZLED

concerning the possible use of a trade-mark in any country in the world? Every month various phases of this important detail in foreign trade are discussed in

## PACIFIC PORTS

an analysis of the statistics for 1919, which reveal that, while the export of silk by Japan last year increased 14 per cent in volume, the increase in value amounted to more than 50 per cent, compared with the previous year. In certain lines of silk manufacturing Japan is making considerable strides, and the Empire is gradually absorbing more and more of the raw product. Output of the more luxurious weaves of silk crepes and satins in Japan show an increase both in quantity and price, but the bulky lines have decreased 15 per cent. In spite of this, however, the total value of the output in the latter line has increased.

With the continued expansion of the silk manufacturing industry in the United States, discussion has

years up to about 30 cents, silver, a day for the most skilled labor. In a few of the flatures I found highly skilled Chinese reelers making as much as 40 cents, silver, or 20 cents, gold, a day. This is on a basis of a 12 or 14 hour day, depending upon the season, with about an hour intermission at midday for food. The quality, patience, perseverance and skill of these reelers cannot be exceeded by any grade of our own labor, and I think business men will agree with me that the chance for competition in this line of industry, which is and always will be a hand operation, is very unpromising."

Great Britain is again becoming a vigorous contender against the United States for the raw silk output of the world. Official statistics for 1919 indicate a considerable increase in the British export silk trade, both in quantity as well as value of manufactured goods, but the requirements of the home consumers, it is shown, are not filled to any appreciable degree by the home factories. Against an export trade in 1919, valued at £3,400,000, imports represented in round figures, £23,000,000, there having been a considerable increase in imports from France and Switzerland.

An analysis of the figures reveals the fact that only one-fifth of the total demand is supplied by home manufacturers, whereas it is believed that the position might be easily inverted and a large amount of extra labor employed in the industry. The world demand for silk goods is on a scale which ensures the full employment of British mills on their present basis, but it cannot be doubted that the future of the industry is bound up with the securing of a larger proportion of the home market in plain silk goods fashions in which remain fairly constant.

Silk manufacturing, having expanded by leaps and bounds since its modest beginning about two score years ago, is today generally recognized as one of the leading industries of the United States. Paterson, New Jersey, is named as the original home of the industry, and this city still is widely known as a producer of silk goods. George N. Berlot, president of the Berlot Silk Yarn Company, Inc., of Paterson, estimates the annual production in the United States of silk goods to be about \$1,000,000,000. The industry gives employment to hundreds of thousands of persons.

While silk piece goods of virtually every description is the largest single item of manufacture, silk ribbons, silk sewing and embroidery threads, silk hosiery, silk knitted underwear, silk gloves and silk laces, are now made in this country from silk strand.

It is only in the last ten years, points out Mr. Berlot, that the United States has been transformed from a large silk-importing country to the largest silk manu-

facturing nation in the world. It is only quite recently that the United States entered the export trade of silk goods on an ambitious scale, owing to the great domestic demands. In the last few years, however, the rapidly increasing output of the American mills has allowed for the filling of foreign orders, and manufacturers are now preparing to make a vigorous bid in foreign trade. Silk goods exported by the United States in 1919 were valued at \$23,903,087, compared with total export values of \$17,981,682 in 1918, and \$8,607,582 in 1917. As the American silk industry continues to expand the amount of silk goods exported must of necessity increase. To take care of the increased production, new markets are being sought. While France, Italy, England and Germany, as well as Japan and China, are not likely to prove large consumers for American silk goods for the reason that all of these nations are themselves manufacturers of these fabrics, there are many other available markets, notably Latin America, Australasia and Far Eastern countries, where silk is not produced.

Canada, since the beginning of the American silk export trade, has been a consistent buyer and she will undoubtedly continue to be. India and South Africa are regarded as verdant markets for American silk goods.

The domestic demand today for silk goods offers a striking illustration of how to Americans, especially the women, the words, "imported goods," have lost much of their old lure. Formerly the buyers went from the big centers of the United States,



Knitting Machines Making Fabric in an American Mill

South America and other countries, to France to select the finest and best of French silks. Today New York attracts a liberal share of the buyers, and this city has become a great distributing center for silk goods. The demand from Latin America for American silks is particularly marked. Exports of silk from one New York silk house to South America trebled in the last year.

R. A. Voss, of the H. R. Mallinson & Co., Inc., of New York, says that American silks today are delighting the greatest style creators in Paris, London and in the style centers of South America and Australasia, because no more beautiful silks are made anywhere in the world than in this country. Mr. Voss declares that statistics disapprove the general belief that the phenomenal growth in the silk industry was due to the war. In 1899 there were 87,636,883 yards of broad silks made in the United States. In 1914 the amount increased to 216,033,696 yards—an increase of about 150 per cent in the 14 years preceding the war. The increase in production during the war and since the signing of the armistice has, of course, been of great proportions, but this increase has been but a continuation of the natural growth of the industry that was stimulated, but not entirely sponsored, by the war.



# Legal Aids to Navigation of Foreign Trade Channels

## 11. *Export Trade; Tariffs; Legal Status of Individual Traders*

By **ROBERT C. SAUNDERS**

**I**N a former article, the effect of the Webb Act on the United States law bearing on import and export trade was lightly treated. It now becomes important to discuss this act somewhat more fully in order that those engaged in the export and import business may at least have some idea of their former legal rights with reference to the act commonly known as the Sherman Anti-Trust Act, as qualified and modified by the Webb-Pomerene Act.

The act of Congress passed July 2, 1890, entitled, "An Act to protect trade and commerce against unlawful restraint and monopolies," commonly known as the Sherman Anti-Trust Act, is expressly limited by the Act of Congress of April 10, 1918, so as to be construed as not declaring illegal any association entered into for the sole purpose of engaging in the "export trade," and actually engaged solely in such "export trade."

The act goes on to say that no agreement made or act done in the course of "export trade" by such association shall be illegal provided it does not restrain trade within the United States and is not in restraint of the export trade of any domestic competitor. The act further provides that the associations thus engaged in export trade shall not in any way, artificially or intentionally enhance or depress prices on commodities within the United States which are to be ex-

gestion by the Government, observing, "We do not see how the Steel Corporation can be such a beneficial instrumentality in the trade of the world and its beneficence preserved, and yet be such an evil instrumentality in the trade of the United States that it must be destroyed."

This remark was made in answer to the suggestion of the Government that although an injunction should be granted against the United States Steel Corporation yet the foreign trade of that corporation could be reserved to it under the influence of the Webb Act. Since the supreme court in the steel case did not grant the injunction sought by the Government in any part, the decision does not throw much light on the line of distinction in the future to be drawn between the domestic trade and foreign trade of any corporation or association accused of violating the provisions of the Sherman Anti-Trust Act and seeking protection under the Webb Act.

### How to Act

It seems to be enough for the present for those engaged in import and export business to carefully observe the plain and expressed limitations of the Webb Act and to know that at least they cannot violate the Sherman Anti-Trust Act as to the domestic trade, nor have any absolution from the commercial sins committed against the Sherman law by virtue of the curative influence of the Webb Act.

To sum up, it seems to the writer reasonable to conclude that the Webb Act is intended to extract the poison from the term "big business" in the export trade and to serve notice upon the country that the export trade is big business and not to be condemned because it is so; that the principle judicially announced by the supreme court of the United States in the steel case has been legislatively announced by Congress; that is, to say that big export business is not inimical to the best interests of the country and need fear no legal assaults merely because it is big. However, the law plainly warns all persons not to adopt the same monopolistic methods in domestic trade merely because they are permissible in the export trade.

Export tariffs may be passed with the simple observation that during the time of peace there are no tariffs imposed on exports from the United States. On imports, however, the policy has been to impose tariffs of some sort for a great many years. This policy obtains in most of the countries which themselves engage in manufacturing as to the importation of all manufactured articles. It does not prevail, however, as to foodstuffs, because the manufacturing countries, such as England, Sweden and Germany, do not raise enough foodstuffs to feed themselves, and therefore admit foodstuffs from all the world free of duty.

### United States Import Tariffs

On the other hand, the United States of America raises more foodstuffs than it can consume, and does impose tariffs upon foodstuffs raised abroad which come into competition with the foodstuffs raised in the United States, such as wheat, corn, beef, mutton, etc. The importer and exporter doing business in the United States is concerned with ascertaining the tariffs imposed on the articles he exports from the United States in the countries into which he intends to intro-

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## JUST SPECKS ON THE MAP

but the Marshall Islands in the South Seas are an important group of atolls that are revealed in an entertaining and instructive light by T. J. McMahon in

## PACIFIC PORTS for JULY

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ported thereout, and by such artificial practices competition be lessened in dealing in such commodities.

### Legal Status Uncertain

Since the Webb Act has not been construed in any litigated case it is difficult to forecast how the courts will regard it when questions arise under it. So far as the writer knows only one authoritative allusion has been made to the act, and that incidentally only by the Supreme Court of the United States in the case of United States vs. the United States Steel Corporation was recently decided. In that case it was urged by the Government that an alleged monopolistic company might enjoy two kinds of trade: domestic and foreign, and that its foreign trade, even though monopolistic, would be protected by the Webb Act. The supreme court, however, gave slight heed to this sug-

duce them. And as to tariffs on the articles he exports from other countries into the United States imposed by the laws of the United States, he should always keep by him an authentic schedule of tariffs so that he may become thoroughly familiar with the laws and regulations regarding them.

Whether as an exporter or importer, he will act as his own customs house broker, remains to be seen with the development of the business. If he is not a customs broker as well as an importer and exporter, he of course, will avail himself of the services of customs brokers in order to enter and clear his cargoes. In all countries violation of the tariff laws are considered serious crimes involving the revenues of the country imposing the tariffs. If it becomes clear upon a charge of failure to enter and pay tariff on goods that no fraud was intended, nor any offense against the revenue laws generally, the violator may compromise his offense by paying certain fixed penalties and escaping prosecution.

It is far better to avoid any complication with the revenue laws of a country than to attempt to adjust the matter after the violation has occurred. The importance of this point is emphasized in order to save

Blacklists, in the import and export trade, simply means a list of firms in a country at war which must not be dealt with because they are either enemy firms or suspected of dealing with the enemy and giving him aid and comfort. Blacklists only occur in war times and need not concern the importer and exporter during periods of peace.

With the recession from a state of world war, the foregoing subjects become less and less important, and more and more uninteresting to the importer and exporter, because he has no occasion to apply the principles growing out of the terms. They simply remind him that at any time war may flame up, and he must be prepared to protect as best he can his trades and ventures abroad and on the high seas against the chances of war. A very interesting essay might here be written concerning the laws of war on the high seas, and the rights accorded to private and public properties, respectively, but the subject is too vast to receive adequate and comprehensive treatment in a series such as constitute these articles.

The subject of dealing in war munitions is, of course, interesting both to countries at war and to neutral countries not drawn into the war. It may be laid

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## Traders Should Know Tariffs

"The United States of America raises more foodstuffs than it can consume, and imposes tariffs upon foodstuffs raised abroad which come into competition with the foodstuffs raised in the United States, such as wheat, corn, beef, mutton, etc. The importer and exporter doing business in the United States is concerned with ascertaining the tariffs imposed on the articles he exports from the United States in the countries into which he intends to introduce them. And as to tariffs on the articles he exports from other countries into the United States, imposed by the laws of the United States, he should always keep by him an authentic schedule of tariffs so that he may become thoroughly familiar with the laws and regulations regarding them."

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the profits of the importer and exporter from diminution by careless violation of customs laws.

The "Favored Nation Clause" is an expression usually found in commercial treaties of different nations, and simply means that whatever rate of tariff is granted to like commodities imported from any other nation will also be granted by virtue of the treaty to the treaty-making nation. Thus, generally, treaties provide for an automatic adjustment of tariffs insofar as they may be affected by future changes granted to other nations than the signatories to the treaty.

### Embargoes, Blockades, Blacklists

All of these matters pertain to a state of war rather than a state of peace, and therefore should not consume much space in articles of this sort. Embargoes mean stoppage of exportation; the preventing of goods from leaving harbors and ports of a country—a thing that is done only under the stress of war when it is necessary to forbid departure of vessels or goods from the ports of one of the hostile countries. Blockades obstruction to the ports of a hostile country, with the consequent risk of loss of vessels and goods seeking to run the blockades.

Of course, one guilty of attempting to violate an embargo on the one hand, or attempting to run a blockade on the other, runs the risk of losing his vessel and goods, or either of them. In other words, any exporter or importer who takes the chance of violating embargoes, blockades or blacklists is an outlaw trader, and may lose his entire venture.

down as a principle that all munitions of war are contraband so far as the belligerents are concerned, and subject to seizure by either of the belligerents wherever found on the high seas. However, it is a principle of international law that neutrals have a right to trade in munitions of war with either belligerent at the risk of the belligerents.

That is to say, it is not a cause of war for a neutral to sell and furnish any belligerent the munitions of war he can buy and carry away. The risk of getting them home is wholly that of the belligerent.

During the recent world war there was much discussion about the right of neutrals to sell munitions of war, but after all, the principle remained unshaken that every neutral had a right to sell foodstuffs and munitions of war to any belligerent without making the neutral liable as an enemy of the belligerent who could not buy and transport safely these various aids to the conduct of the war.

Trading with the enemy is always illicit trading in time of war, because it is unlawful and even treasonable to in any way aid the enemies of the country by buying from, or selling to, or trading with them in any manner while a state of war exists.

It stands to reason that the conduct of trade with a belligerent is always highly profitable as well as very risky. There is, then, a great temptation to violate the various laws of war in order to do a profitable business in trading with the belligerent. Personal property embarked upon the high seas may be one of

(Continued on page 146)

# What Australia Hopes to Accomplish With Higher Tariff Now in Effect

By D. J. EVANS



THE new Australian tariff, which has been hanging fire for months and around which has revolved a storm of discussion, has become effective. The Australian duty generally has substantially increased, particularly on metals and machinery, wearing apparel and paper, except newsprint. British preference has been extended to 367 articles to the amount of 10 per cent; on 136 articles to the amount of 15 per cent, and on 32 articles to the extent of 20 per cent. Along with the new tariff, removal of the embargoes on imports, effective May 13, was announced.

Following is a list of some of the more important items in the new tariff, giving British and general rates:

China ware; Item 241b, earthenware; Item 250, glassware—British, 25 per cent; general, 40 per cent.

Timber duties—British, no alterations.

Leather, patent enameled, per foot—British, 2d; general, 4d.

Glace kid—British, 30 per cent; general, 45 per cent.

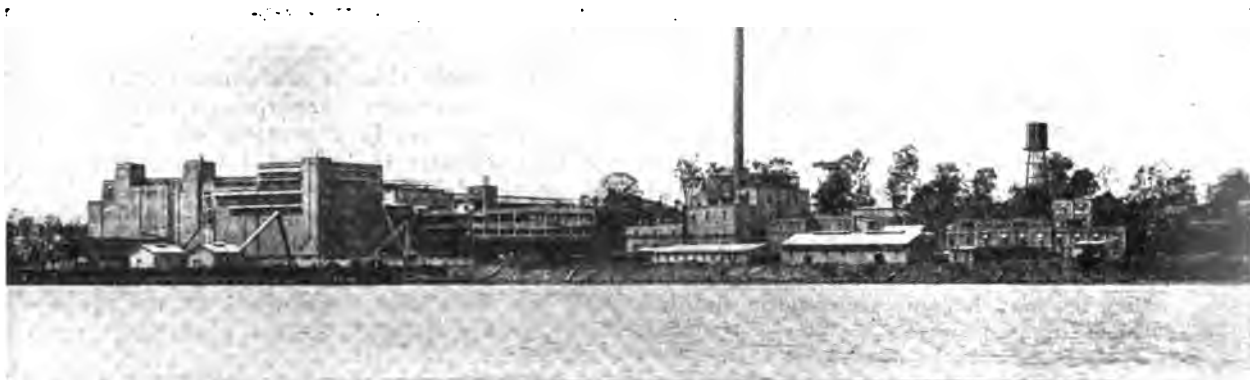
Boots—British, 40 per cent; general, 50 per cent.

Tires—British, 35 per cent; general, 40 per cent.

Paper, newsprint—British, 5 per cent; general, 10 per cent.

Motor bodies—single seated—British, £30; general, £40; double seated—British, £50; general, £60; canopy tops—British, £65 or 4 per cent; general, £75 or 55 per cent. (Ad valorem rates apply to canopy only.)

Chassis, not assembled—British, 7½ per cent; general, 17½ per cent.



The Plant of a Large Australian Meat Export Company at Brisbane, Queensland

Fruits, etc.—British, 3d to 1s increase; general, 6d to 2s 6d per dozen.

Pickles, etc.—British, similar increases.

Soap, toilet, fancy—British, 6d or 33 per cent; general, 9d or 44 per cent.

Cotton piece Goods—British, free; general, 15 per cent.

Apparel (corsets dutiable as apparel)—British, 40 per cent; general, 55 per cent.

Fur apparel—British, 40 per cent; general, 55 per cent.

Pig iron, per ton—British, £1; general, £2.

Ingots—British, £1 12s; general, £3 5s.

Bar iron—British, £2 4s; general, £4.

Iron wire—British, £2 12s; general £4 10s.

Rolled beams—British, £2 8s; general, £4 10s.

Mangels—British, 12½ per cent, general 25 per cent.

Welghing machines—British, 27½ per cent; general, 40 per cent.

All sub-items—British, 30 per cent; general, 40 per cent.

Other machinery items—British rate increased 2½ per cent; and general, 10 per cent.

Bolts, nuts, etc.—British, 27½ per cent; general, 40 per cent.

Item 208. Manufacturers of metal, n. e. l.—British, 35 per cent; general, 45 per cent.

Paint, ground, in liquid and paint prepared for use—British, 8s or 25 per cent; general, 10s or 35 per cent.

Varnish, etc.—British, 2s 6d; general, 3s 6d.

Chassis, assembled—British, 10 per cent; general, 20 per cent.

Pianos, upright—British, £7 or 30 per cent; general, £9 10s or 45 per cent.

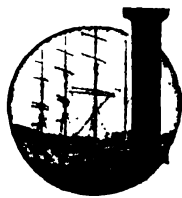
Since 1914 an enormous quantity of manufactured goods has been imported into Australia from the United States and Japan. Sources of supply in Great Britain, France, Germany and Austria being cut off, Australian importers had to look elsewhere for a hundred and one different lines of personal and household necessities, it being impossible to manufacture these articles in the Commonwealth. "Impossible" is perhaps not the right word to use; "impracticable" would be nearer the mark. But the fact remains that the demand could not be met by local manufacturers, and supplies of very many lines were obtained from the countries mentioned. On the other hand, during the war quite a number of new industries came into being in Australia, and in the absence of competition from Europe, and with the protection of a high tariff against competition from other quarters, it was found possible in certain lines of industry to establish and develop a very profitable business.

Now that conditions in Europe and elsewhere are nominally normal—though actually they are still very abnormal—some doubt is felt in certain quarters in Australia as to the possibility of continuing the new local industries established as an indirect consequence of the war. These industrial "war babies" are not very

(Continued on page 158)

# Why Goods in International Commerce Should Show Their Colors

By WALDON FAWCETT



**J**N connection with the importation of Japanese matches into the United States there recently occurred an incident that points a moral for Pacific traders who cultivate outlets overseas. This moral, let it be disclosed here at the outset, is that it is mighty poor policy for any producer or marketer of goods to conceal or disguise the country of origin when exporting. It does not matter, either, whether the country of origin be one that has some reputation for the manufacture of the class of wares involved or whether—and this is apt to be the excuse for such camouflage as is here instanced—the country is unknown as a source of the particular commodity that is passing in commerce.

That there should be any question as to the character and the degree of identification supplied for exports may come as a surprise to many traders on the horizon of the Pacific because exporters in all lands have had reason to become well acquainted in recent years with compulsory identification; that is, with the operation of laws which refuse admission to imports that do not bear inscriptions disclosing the country of manufacture or origin. Not all nations have such requirements in their customs regulations, but many of the leading consuming nations have. Indeed, it is said that it was because Great Britain long ago adopted the plan of compelling all incoming merchandise to "show its colors" that there developed that "Made in Germany" marking which was later to cause so much controversy in international trade.

British dominions as a rule require imports to "wear the heart on the sleeve" and Australia, India, Ceylon, etc., have, in some instances, been very exacting in enforcement of this regulation, even showing solicitude lest the use of the letters U. S. A. cause confusion of identity between the United States of America, United States of Australia and Union of South Africa. Similarly, the United States of North America is sensitive on this same score. A provision of its present tariff law, that is the United States tariff Act of October 3, 1913, is supposed to take care of this element.

Under Paragraph F of Section IV of the United States law it is provided that all articles of foreign manufacture or production that are capable of being marked, stamped, branded or labeled without injury "shall be marked, stamped, branded or labeled in legible English words in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements so as to indicate the country of origin." It is further stipulated that this marking shall be as nearly indelible and permanent as the nature of the article will permit. In order to compel compliance with this stipulation for the proclamation of nationality by all goods entering from abroad, the law goes on to say that no package containing imported articles shall be delivered to an importer until marking has been carried out in accordance with the plan above outlined.

## Severe Penalties Provided

In order to make assurance doubly sure, there is also in the law a provision to the effect that inaccuracies of marking must be corrected ere the goods can be permitted to pass to the importer. Severe penalties, embracing a fine in any amount up to \$5,000 and imprisonment for a term not exceeding one year may be imposed for violation of the law with respect to the re-

quirements above set forth or for defacing, destroying, removing or altering the stamps, brands or labels that carry the messages insisted upon by the Government.

The overseas seller may well ask how, with precautions attending the admission of imports, it is possible for misunderstandings to occur. The Japanese incident well illustrates this, and to that extent it is worthy of careful consideration by traders all around the Pacific. The commodity involved in this case was matches, notably safety matches. Japan has made great strides in recent years in the manufacture of matches and has made rapid progress in the sale of these matches in the countries of North America, where, thanks to the universal prevalence of the habit of tobacco smoking, there is a tremendous market for safety matches.

Because, however, the manufacturers of safety matches located in the Scandinavian countries, and notably in Sweden, have built up a large trade in North America before the Japanese entered the lists, certain Japanese exporters evidently conceived the idea that there was a marked preference for the Swedish matches and that with many Occidental consumers the Japanese matches would not even be accorded the trial that was, of course, essential to the demonstration of their quality. Facing thus, what they conceived to be a dilemma, certain Japanese firms have yielded to the temptation to "dress" their goods; that is, get up their packages in such a manner that the casual purchaser would mistake the goods for the Swedish product—specifically for a Swedish brand of matches that is well known

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## METROPOLIS OF THE WORLD

New York City today stands preeminent in population, in industries and in commerce. This City of Cities is interestingly described in a highly illustrated article by Robert H. Fuller in

## PACIFIC PORTS for JULY

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and has extensive sale in North America. This subterfuge has resulted in the issuance by the United States Federal Trade Commission, a branch of the Government of the United States devoted to the suppression of "unfair competition," of a summons to cease and desist from this practice unless it can be justified by facts not heretofore disclosed.

What has caused this episode of the Japanese matches to become the subject recently of lively discussion in international trade circles is that the matches packed in Japan conform, in their markings and labeling, to the requirements of western laws, such as the one above quoted, designed to tell in what land the goods originated. The Japanese matches have in every instance, I think, borne the statement "Made in Nippon" and having qualified in that respect they passed with-

out question the customs officials who have no province to interfere so long as there is conformity to the letter of the law.

Where these matches have offended those officials who have a rigorous code of trade morals is that the brand or trade name, instead of being one that might directly or indirectly suggest Oriental origin, has been calculated to suggest Sweden as the place of manufacture. Indeed, in one instance there has been employed on Japanese matches the name "Impregnated Sakerhets Tandstickor," which, in western eyes, appears to be almost an exact duplication of the name of a brand of Swedish matches well known through long-continued sale in the markets which the Japanese are now invading.

Officials of the United States whose duty it is to censor articles of commerce have felt that the risk of deception through the use upon Japanese matches of a name reminiscent of Sweden was increased by the enclosing of the Oriental matches in containers or boxes similar in size, style and material to those long in use in Sweden. Thus it will be seen that a sensitive public conscience can take into account other factors than mere label inscriptions in appraising the proper mediums for the disclosure of country of origin.

tions. Accordingly there is a disposition to insist that newcomers in any market should take all possible precautions to make sure that ultimate consumers do not mistake the products of a newcomer for the wares of a familiar house long established in the field.

When an exporter encounters the new logic which says "let the seller beware" instead of "let the buyer beware," as was the adage in days gone by, he is apt to feel that, in some countries at least, there is an excess of zeal to prevent the everyday buyer from mistaking one product for another. It should always be borne in mind, however, that the governments that are exercising extreme caution in this respect look at the proposition from a standpoint very different from that which is natural to average exporters in a far country.

The exporter has his dealings almost entirely with importers, merchants and distributors—business men who through experience have become good judges of value in the trade line involved and who are probably so familiar with the identity of the average supply man or exporter that the mere sight of an exporter's name is sufficient evidence of the country whence come his wares.

The public guardian who, as in our Japanese match case, is exerting himself to forestall "confusion in

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## Province of Governments

"In countries where it is the feeling that every trader must look after his own interests and let the devil take care of the hindmost, there may be some mystification as to what province a Government has to interfere or to criticize export labels so long as no objection is made openly by the firms of other nationality whose names are reputed to be simulated. The answer to this is that in the United States, in Canada, and in various other countries of large consuming power, the governments now account in their privilege to intervene when there arises, in connection with the passage of goods, anything that would cause or might cause 'confusion in trade.'"

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In countries where it is the feeling that every trader must look after his own interests and let the devil take care of the hindmost, there may be some mystification as to what province a Government has to interfere or to criticize export labels so long as no objection is made openly by the firms of other nationality whose names are reputed to be simulated. The answer to this is that, in the United States, in Canada, and in various other countries of large consuming power, the governments now account in their privilege to intervene when there arises, in connection with the passage of goods, anything that would cause or might cause "confusion in trade." So strong has sentiment become on this score that there are now pending in the national legislature of the United States bills that would penalize as "misbranding" the use of any inscription calculated to convey the impression that an article of manufacture originated in a locality or was produced by workers or by a process other than that which was actually the case.

The solicitude to avoid "confusion in trade" which is so strikingly illustrated by the steps taken against several Japanese trading companies that maintain offices in the United States has been brought about as the natural sequence of the growing competition of recent years. As more and more firms have entered every trade line, as the increase has brought into competition more and more traders of the same or similar name and as long-range trade movements have succeeded the narrow domestic operations of years gone by it has been felt that extra precautions must be taken to avoid unintentional as well as intentional complica-

trade" takes no account of the mental processes of the trained or professional buyer. He knows that such a trader, buying in quantity probably is not going to suppose that Japanese matches were made in Sweden or vice versa. The buyer whom the official watchman seeks to spare confusion is the ultimate consumer—the man on the street or the woman in the home or, may be, even the child making his small purchase.

Investigation has shown that such buyers are not only, in many instances, unsophisticated, but that they are likewise hasty in their selections and prone to "jump to conclusions." They are likely to buy articles without careful examination or comparison or more than a casual inspection and they are apt to be impressed by surface appearances. One impatient long-range trader who had been chided for alleged inadequate marking of his goods to reveal precise origin, remarked impatiently:

"Do I have to gauge my labeling to the intelligence of fools?" "No," was the official reply, "you do not. But you must make the meaning of an inscription so clear that it will be readily comprehensible to any have only one meaning for the individual who does his shopping hurriedly and without deliberate inspection of what he assumed to be familiar wares."

### Importance of Showing Origin

The possible legal complications or the "red tape" to be encountered at ports of entry, would alone warrant the most emphatic advice to sellers in the overseas trade to take all precautions to satisfy the nations

that officially manifest curiosity as to the source of the goods brought within their borders. On top of this, however, there is a psychological or sentimental reason that, from a trade standpoint, is even more impelling to a policy of complete frankness when exporting. The exporter who, when planning a sales campaign in a distant land, is at pains to disguise the fact that his merchandise is of alien origin is, in most instances, a poor judge of human nature.

There are exporters who, while admitting the lure and prestige in all markets of the word "imported," take the view that this prestige can be capitalized only when a country or a district is famous as the seat of production for the commodity that is being exploited. According to this logic it is good policy to "play up" the origin of matches made in Sweden,

women's attire fashioned in Paris, and matting produced in the Orient, but is useless or even a handicap to reveal that a given commodity has originated in a quarter of the globe not famous for that very product.

On the face of the thing, this is faulty logic because "community" reputations must be built through the medium of identification of origin of products. There was a day when Hawaii had no world-wide acclaim for her pineapples, nor Siberia for her furs. Every tradition of trade must have a beginning and it is an economic waste to postpone the process of building a reputation even if an exporter be located in a corner of the globe that is for the time being overshadowed by another source of supply for the commodity he seeks to exploit.

(Continued on page 152)

## Campaigns for Immigration



Burrenjenok Dam in New South Wales, Australia

**A** VIGOROUS campaign for immigration is being waged by the Government Tourist Bureau of New South Wales, Australia, with headquarters at Sydney, with telling effects. The bureau points out that New South Wales is the greatest wool-producing state in the Commonwealth, which is the world's chief supplier of fine wool, having shipped nearly 7,000,000 bales, valued at £122,845,650, to the Imperial government during the war period. Another line for which New South Wales is famous is in the production of butter, about 100,000,000 pounds being produced annually.

The Government Tourist Bureau further outlines the salient facts and attractions of New South Wales as follows:

The climate of this state is very temperate and uniform, resembling that of California. The vast majority of the inhabitants have never seen snow. The western plains—the great wheat area—has an annual rainfall of from 17 to 25 inches. Brilliant sunshine is the general rule the year round. There are no fogs, blizzards or tornadoes. The area of New South Wales is 309,467 square miles. About 118,000,000 acres are leased for pastoral purposes and 6,000,000 acres are under crops. In the north, bananas, coffee, sugar cane

and passion fruit grow side by side with potatoes, cereals, tobacco, onions, vines and cool climate fruits.

New South Wales can produce anything required for human sustenance and comfort. Irrigation is in its infancy; the possibilities are boundless. Artesian water is used largely for pastoral purposes.

The value of minerals won in 1917 was £12,565,000. Gold was first discovered in 1851.

There are 15,000,000 acres of forest lands in the state, containing timber of commercial value. The waters of the state abound in edible fish and the fishing industry is capable of unlimited expansion.

The population of Sydney is 792,700. Responsible government dates from 1856, New South Wales being first settled in 1788. Every man and woman over 21 years of age is entitled to a vote.

There are no game laws. There are no poor rates or work houses. Education at state schools is free. Sydney University ranks equally with British universities. University privileges are extended to women.

The Government controls telegraphs and telephones. Railways and tramways are owned by the people.

There are 185 municipalities in the state.

The Government Tourist Bureau at Sydney stands ready to answer any inquiries concerning New South Wales.



# Pacific Ports' Mercantile News Section

## For the Furtherance of International Trade

*The purpose of this Mercantile Section is to call to the attention of the overseas readers of PACIFIC PORTS articles of American manufacture and production that will be of interest and possible profit to them. For the same reason the name and address of the firm having these commodities for sale is given in each instance, this mention being solely for the benefit and convenience of those who may desire to communicate with the firms. These descriptions and addresses are not paid for, are not published on account of advertising or because of their advertising value, and are not part of or contingent upon any advertising contract or understanding. They are printed solely for their news and commercial value to the readers overseas.*

### Reduce Trucking Cost Through System

Necessity, so often the cause of new methods, is largely responsible in the development of the lifting or elevating truck system. The world's greatest industries have come to recognize this method of industrial transportation as being the most flexible, safe and economical way of handling goods or products.



Wherever trucking is done, the lift truck can be used to great advantage. The need of speedy production, the demand for labor and the saving of valuable floor space made it quite necessary to eliminate the old-fashioned four-wheel truck or the two-wheel pick-up type in favor of the platform system used in connection with a durable lift truck.

By stacking the goods or products on inexpensive platforms and trucking them about with one master

lift truck, manufactured by a Cincinnati firm, thousands of dollars have been saved in the cost of handling it is asserted. One man with a truck and platforms replace four men using the old-fashioned trucks. Tests made by one of the largest rubber manufacturing companies revealed that more time was taken in handling, or rather the loading and unloading of material, than was actually used in the movement of the goods; for instance, with hand trucks. Over a long period it was shown that it took four times as long to load a truck and unload it at another point, as was spent in trucking the goods. This meant a net loss of four-fifths of the time to move the goods from one place to another.

One of these trucks is capable of handling from 12 to 50 platforms, depending upon the class of goods and the number of times it must be moved.

During production, materials are constantly moved, both from one operation to another by the speedy movement of platforms, thus cutting the overhead cost.

This lift truck system is applicable to every kind of trucking. The following five classifications embrace practically every industry and commodity: Sack goods; all kinds package and case goods; castings and machine parts; sheet metal, paper, leather, machine units.

The platforms used with the lift truck are inexpensive and can be built by workmen throughout the plant. Racks or bins can also be built on platforms for handling odd-shaped materials or small parts.

Manufactured by The Stuebing Truck Company, Cincinnati, Ohio.

### Improvements in Jet Condensers

A vertically split casing of the tail pump is the new feature of a jet condenser manufactured by an American firm. This feature permits easy and quick removal or inspection of the pump rotor or other internal part, by removing the bolts and cover, and uncoupling the rotor.

Another feature is the expansion joint between the pump and the condenser body. This joint is designed to take care of any changes in length due to temperature fluctuation. In some installations the expansion joint is not recommended, hence condensers are made with or without the joint, depending upon the conditions in the plant.

The primary advantage of the jet condenser lies in the fact that it utilizes the heat-absorbing capacity of the cooling water to the greatest degree, discharging it from the bottom of the condenser at practically the same temperature as the steam. At the same time the outgoing non-condensable gases come into contact with the water entering at the top of the shell, and are therefore cooled to the lowest temperature.

Referring to the illustration herewith, steam and water enter at the top. The water is discharged in streams through spiral nozzles, which break up the

water current into a rain or spray to insure the desired steam-condensing capacity. The condensed steam and water fall to the bottom of the condenser, where they are removed by the submerged centrifugal pump. The air is removed through an opening just below



the cone of the condenser, a small amount of cold water being allowed to fall just in front of the air outlet, thus cooling these gases to their smallest volume.

Manufactured by the Wheeler Condenser & Engineering Co., Carteret, N. J., U. S. A.

### Electric-light Plant

Of all the products of American manufacture, there are probably none that are attracting wider attention in the overseas Pacific countries and in Latin America than those that are associated with electricity.

An electrical plant, which in addition to furnishing electric light for the home, will furnish current for operating vacuum cleaners, sewing machines, washing



machines, coffee percolators, cream separators, grind-stones, etc., has been placed in the export trade by an American firm.

The manufacturers claim that for one cent this plant will accomplish the following things: light an average

room with tungsten lamps for two hours, burning 40-watt, 32-candle power tungsten lamp for two and one-half hours; clean an average room with an electric vacuum cleaner; sew 500,000 stitches on a motor-driven sewing machine; do the family washing electrically, cool an average room four hours with an electric fan; warm five bottles of milk in an electric nursery milk warmer; operate an electric heating pad for one hour; toast 22 slices of bread on an electric toaster; boil 12 eggs in a hot water cup; make 12 cups of coffee in electric coffee pot; or brew 12 cups of tea in an electric samovar.

Manufactured by the Perfection Storage Battery Co., Chicago, Ill., U. S. A.

### Electrically-operated Reamer

Electrically-operated reaming machines are proving very popular in the United States in reaming operations in shipyards, boiler shops, steel car shops and in connection with the fabricating of structural steel.

In the accompanying picture it will be observed that the armature, the compound gearing, and also the spindle are run on ball bearings. The gearing is of



chrome nickered steel, hardened and ground. The motor used is of the series wound of variable steel type; in other words, the same type of motor as used in street railway service, only in miniature form. The switch may be termed an automatic type switch, the current being cut off automatically in the event the operator loses control of the machine.

Manufactured by The Van Dorn Electric Tool Company, Cleveland, Ohio.

### New Tire Pump

A tire pump that its manufacturers claim overcomes the wobbly handle nuisance, does away with pinched and bruised fingers, eliminates annoying springy action, prevents broken foot-base trouble and does not

put oil or grease into tires to cause rapid rotting, has been placed in the export trade by an American firm.

All the air compressed with this pump is said to be permanently imprisoned. No air returns with the upstroke to waste time and effort in recompression.

Manufactured by The Anthony Company, 1776 Broadway, New York City.



### Automobile Camp Equipment

An equipment consisting of a collapsible folding cot which, when collapsed is 37 inches long and 4 by 6 inches wide, was recently placed in the export trade by a San Francisco firm. The cot has many convertible features, among them being the instant change of the cot into a Morris chair or a table for eight people, or a settee for four. The equipment is especially designed for the automobile camper.



The same firm manufactures a collapsible tent which is erected over a folding frame. This outfit, when folded, can be placed on the running board of the machine and allow the door to open over it easily.

The outfits are made to accommodate either two or four beds and in the daytime, if desired, the front wall of the tent may be used as a sunshade, allowing

ample room for setting a table or for a comfortable siesta in the shade.

Exported by Buck & Stoddard, 485 California Street, San Francisco, Calif., U. S. A.

### Convenient Ink

A new scientifically prepared concentrated ink condensed to such degree that a minimum amount, when added to water, makes a writing fluid that is declared to be light-proof and moisture-proof, has been placed on the export trade by an American firm.

The manufacturers claim that the ink flows freely, does not quickly evaporate and is especially adaptable for use in fountain pens.

To make a stock solution of this ink it is necessary to fill a half-pint, pint or quart bottle with water, add the contents of the equivalent sized tube and then stir until mixed. One drop of this ink in an inkwell of water is said to be all that is necessary to fill the container.

Manufactured by the La Pierre Manufacturing Company, Newark, New Jersey, U. S. A.

### Outdoor Service Foot Warmer

An electric foot warmer, designed for outdoor service, makes it possible in winter weather, to greatly relieve outdoor workers obliged to remain in one spot for long periods of time, from the discomfort of cold feet. In-



vestigation as to how this relief could be furnished by means of an electric heater, resulted in the development of an electric foot warmer different from anything previously on the market.

The heater unit is clamped against the under side of the main casting by a sheet-steel clamping plate one-eighth inch thick, and a bottom sheet-steel plate sealed with a water-proof gum covers the heating element. The resistance which constitutes the main element of the heater, is of the slotted ribbon type distributed uniformly over the entire surface. The ribbons are assembled between two plates of built-up mica 0.025 inch thick, connected together to form a unit.

Manufactured by the Westinghouse Electric and Manufacturing Company, East Pittsburgh, Pa.

# Keeping Far Eastern Trade Channels Open

The service which the Irving's Foreign Division provides for merchants and producers in the Orient covers the full range of business and personal requirements in international banking. To facilitate export and import operations and to supply the financial needs of individuals, the Foreign Division

- Sells checks and makes cable transfers
- Issues commercial credits against exports and imports
- Collects clean and documentary drafts
- Provides facilities for American credit inquiries
- Offers counsel on market conditions in America
- Supplies emergency aid in handling shipments

*And*—when sales are completed and shipments have been made, the Foreign Division purchases approved bills of exchange in dollars or in Far Eastern currencies, covering goods actually sold to responsible buyers.

**IRVING NATIONAL BANK**  
WOOLWORTH BUILDING, NEW YORK



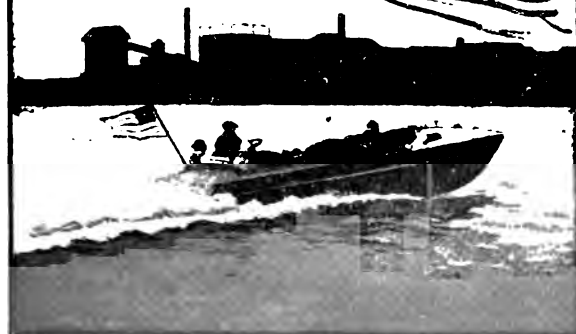
*Speed!  
Speed!!  
Speed!!!*

In transportation the big present demand is speed. Never before in all history has time been so valuable. Time-saving inventions have speeded production but, until the war, commercial transportation still dragged along at the old 30 to 40 miles per hour. Boeing Airplanes and Sealeds are speeding up transportation.

The Airplane is a trustworthy, economical craft. Instead of spending days on boat or train, slip into your Boeing plane and count your traveling time in minutes or hours. This is a thoroughly practical utility of commerce, and, for men of affairs whose time is worth money, it is a necessity.

Boeing Sealeds (Hickman patents), are transporting men and light cargoes over the water with express train speed. They are indispensable to men who want to "get there." A sturdy, light craft capable of carrying its load over rough or smooth water at high speed is now available in the Boeing Sealed (Sole Pacific Coast licensee for Sea Sled Company, Boston, Mass.) Construction on a new principle—inverted "V" bottom—permits them to skim over the surface at speeds up to 45 miles per hour. They are an economical, fast craft and can be used for carrying passengers, as tenders, and for sport. There is a type built for every purpose. Write for interesting literature.

**Boeing Airplane Co.**  
Seattle, Washington



## Dairen Retains Position as China's Second Port

By William F. Murray



CUSTOMS returns for 1919 show that Dairen, also known as Dalny, continues to hold second place in the whole of China, ranking next to Shanghai. The Chinese customs returns for last year were the highest on record, the increase being due largely to the higher cost of all imported goods. The total returns for the year amounted to £14,000,000, being an increase of approximately £300,000. Dairen is a free port, no duty being imposed on goods imported into the Leased Territory. However, goods going north, using Dairen as a transshipment point, are subject to the Chinese customs, the same being applicable to goods coming from the interior to Dairen. This matter is usually attended to at the custom house at Dairen. Goods may be landed and stored in Dairen for any period of time without payment of duty, storage and insurance being reasonable. Goods destined through Manchuria to Russia are entitled to a drawback equal to the duty if they leave Chinese territory via rail within four months. This is not applicable when routing goods via Chosen (Korea), as its purpose is to offset the one-third duty reduction over that route. There are both import and export tariffs, coasting trade, transit taxes, etc.

The chief exports from Dairen, which is an entrepot and outlet for the great inland behind it, are beans, grains, kaoliang, various millets, castor beans, hemp seed, peanuts, hides, wool, skins, etc. The chief exports from the interior are agricultural and livestock products.

Imports for the city are chiefly machinery and electrical goods, while recently cigarettes, coffee, cotton cloth, flour, gunny bags, kerosene, leather and sugar have made a good showing. The soya bean may be said to have made Dairen what it is commercially, being the center of collecting, shipping and milling of this product. Owing to its varied usage, the article is becoming more in demand in America each day, and the trade bids fair to become permanent.

The harbor of Dairen is in part natural and well protected. It is open the year round. The roadstead is very good and the depth of the water at all times will allow ships of the deepest draft to enter the outer harbor. The inner harbor has a depth of 30 feet at low water at the outer part of the quays. Along Central Base, which forms the innermost quay line, there is a depth of 23 feet. These quays, commenced by the Russians, but finished by the Japanese, are of substantial granite.

The harbor possesses a quayside of about 15,000 feet long, and will berth 40 steamers of from 12 to 3,000 tons. The storing capacity of the wharves is 260,000; that is, 120,000 tons under cover (in godowns which cover an area of 130,000 tons) and 130,000 tons in open. As much as 14,194 tons of cargo have been loaded and discharged in one day, not including 4,610 tons of coal. All working of cargo, stevedoring, etc., aboard vessels are under the direct management of the Manchuria Railroad Company. Pilotage is compulsory in entering the harbor, the fees, however, being paid by the company.

Next to the Imperial government, the South Manchuria Railway Company is the greatest industrial medium in Manchuria. It owns and operates everything of importance in the Province, including warehouses and street cars. It furnishes electricity for all purposes, operates a chain of hotels along its lines, owns and operates the Fushun coal mines, and disposes of the product; and owns a central laboratory at Dairen. It has workshops at Shakako, outside of Dairen.

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## **BUFFALO**

450 Rooms 450 Baths



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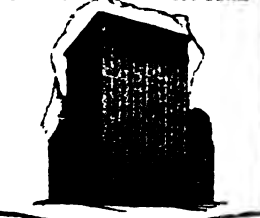
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They are good hotels, successful hotels, hotels that guarantee your satisfaction.

In each city we believe that the Statler is the preferred hotel of a majority of the discriminating travelers who come to that city from across the seas.

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Every Statler bedroom has private bath, circulating ice water, and many other unusual conveniences. A morning newspaper is delivered free to every guest-room.

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## **NEW YORK Hotel Pennsylvania**

This Statler-operated hotel in New York is HOTEL PENNSYLVANIA—because it is opposite the Pennsylvania Railway Station. Not only is it the largest hotel in the world (2,200 rooms, 2,200 baths), but it is of a character, throughout, which places it in the front rank of the great hotels of the world that are most famous among travelers who want the best there is." Be sure that your hotel reservation for New York City is at HOTEL PENNSYLVANIA, whether you require a single room or a suite.



## **The Largest Hotel in the World**



# Gillette

## Safety Razors

for

# EXPORT

**E**XPORTERS should take advantage of the present opportunity to get all the business they possibly can on Gillette Safety Razors.

Every order should include the new "Big Fellow"—a Gillette Safety Razor that was designed ostensibly for big-handed men but which, in reality has proven a most attractive set for every man who has seen it.

The "Big Fellow" has an extra long, extra thick, and extra weighty handle. The case of polished Gum-Tree wood, mitre-cornered, is in itself a great attention getter. The set includes a nickel-plated blade box, with a dozen of the standard Gillette blades. It sells at \$5.

All goods are packed to reach destination in perfect condition

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**Gillette Safety Razor Co. of Canada**  
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where all kinds of electrical and general machinery are made, including locomotives and transformers. This company operates through passenger and freight agreements with its connecting lines—the Chinese Eastern. at Harbin, and the Government Railways of North China. Recently it annexed the Chosen Railways. The company also has through traffic arrangements with the Imperial Railways of Japan, with the Osaka Shosen Kaisha and the Nippon Yusen Kaisha steamship lines. There is now under construction a large steel mill at Anshan, south of Mukden.

The city is becoming a favorite health and summer resort, on account of its ideal climatic conditions, being located on the southern shore of Dairen Bay, 80 feet above sea level. The sanitary arrangements are excellent and there is no need to fear the water, for which every Occidental has a dread when he comes to the Orient. The city is furnished with water from a subterranean river three miles from the city. The electric illumination, the telephone, telegraph and wireless communications and postal services are befitting any Occidental city of the same size as Dairen.

### Pacific Trade Engrosses United States

(Continued from page 46)

On the eve of the foreign trade convention, Mr. Robert Dollar, president of The Robert Dollar Company, who has just returned from an extensive tour of the Orient, declares that the great importance of trans-pacific trade is still in its infancy as far as the great Chinese Republic is concerned. When China will be fully developed is hard to tell, says Mr. Dollar, but the magnitude of its trade in the future when development does actually come in an ambitious way, will go far beyond any man's conception of the present day.

"The resources of that great country on the surface and under it, is beyond man's conception, and if the proper effort and energy is applied by the people living in reach of the Pacific Ocean, the great part of the greatest extension of the world's commerce will go to the countries directly across the Pacific," adds Mr. Dollar.

"Forty years ago the commerce of China was nil, in 1919 it amounted to 133,264,813 tons. If you will figure that out you will find the increase will be in a greater ratio for the next 40 years. I think I am right in saying that our intellect will fail us in appreciating the magnitude of the potential possibilities in China.

### How Overseas Traders Can Market Their Products in America

(Continued from page 52)

total value of the merchandise sold has also amounted to a large volume.

#### Customs of Payment

It is generally preferable to pay an individual sales agent either a stated nominal sum plus commission, or straight commission which may be determined on, rather than to pay a salary only. As regards the large importing firms it is customary for them to



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## STANDARD "WRITING MACHINE"

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The type is instantly interchangeable from English to Kata Kana Japanese and Phonetic Chinese



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Translation

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This wonder-machine has over 365 different arrangements of types and languages to select from. The latest additions are the new Japanese Kata-Kana, shown above, and Phonetic Chinese.

President Wilson uses the Multiplex personally. He has written many historic documents on his Multiplex.

The adoption of Phonetic Chinese as the standard written language of China makes the Multiplex the one machine instantly available for Chinese commercial use, as well as for use in Chinese schools.

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—on the Multiplex and you can change instantly from one type-style or language to another.

### FREE PAMPHLET No Obligation to Buy

Send for literature that will show you how, with the Multiplex, you can put the force of emphasis into your typed matter—how you can change from one style of type, or from one language to another, INSTANTLY.

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handle all sales on a purely commission basis. Unlike the customs in certain countries, the American sales agent does not usually mix his business life and his social life together. During the working day he works hard every minute and, while he may occasionally go to lunch with some business friends, this is about the limit of the mixing of social and business life. I particularly mention this because it is the custom in many countries to mix social and business life, so much so, that if a salesman is not on very good terms socially with his prospective customer he can do absolutely no business. These conditions do not exist in the United States. Usually after business hours the American sales agent returns to his home and has his own circle of friends and visitors, while the customers who only have come in contact with him throughout the business day also live their lives in their own way and very probably without coming in contact with their business friends.

All of these remarks are, however, of a general nature necessarily, and there are exceptions to this rule as there are to all rules. The nature of the article to be sold sometimes being a determining factor, such as the sale of wine or cigars where it is sometimes necessary to entertain socially in order to introduce the article and promote the sale.

It is possible that after reading the above remarks that the thought may occur: "How can I come in contact with a man or with a firm of importers such as have been described? This must be a difficult matter."

### Quite the Contrary

Quite contrary is the case. Many of the importing firms advertise in the export trade papers which are printed in the United States, which are distributed throughout the foreign countries. Very few, if any, of these trade papers would accept advertisements from firms that were not reliable and they would be very pleased to furnish reports on any firm whose name was laid before them. Furthermore the foreign banks would be in a position to obtain these same reports with very little difficulty, also the two large firms in America making a specialty of credit reports now have branches in various sections of the world and are in a position to furnish reliable reports promptly.

If it is desirable to secure the services of an individual there are various associations dealing with export and import problems in the United States, that would be pleased to recommend reliable men. Some of these associations are national while some of them confine their activities to certain cities and sections of the country. The Chambers of Commerce in the various sections of the United States would also be in a position to suggest names of prospective American sales agents and many of the American banks maintain departments that deal solely with problems of this nature. The consuls of foreign governments in the various parts of the United States, would also be in a position to secure information of this character. It is very possible that a foreign merchant would feel more confidence in writing to his own consul regarding a matter of this kind than he would in communicating with some foreign association or bank. I merely cite the above to show that there are many channels existing by which the foreign merchant or producer can get in touch with an American sales agent of technical knowledge and experience who would be in a position to promptly market the article in question whether it be machinery, articles from the farm, articles from the forest, articles from the ranch or articles from the sea.

Owing to the excessive freight charges to America and Europe, new business in the plumbago trade is being seriously hampered in Ceylon. Persons interested in the industry have petitioned the local chamber of commerce to make representations on their behalf to the competent authorities.



Established in 1802



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and something more in their favor—the skill and experience of the best trained corps of powder makers; the best possible chemical and manufacturing facilities and the ablest staff of ballistic experts, who have made the Du Pont standard of ballistics, the acknowledged standard of the world.



### BLACK POWDER

is made in three granulations; Fg. (coarse) for large calibre rifles; FFg. (medium) for smaller calibre rifles and shotguns; FFFg. (fine) for shotgun use only. Packed in metal kegs of 25, 12½ and 6¼ lbs., and flasks of 1, ½ and ¼ lbs.



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# AUSTRALIA

## WOULD CONTINUE WOOL POOL



**I**N the face of emphatic objections, Sir John Higgins, chairman of the Australian Central Wool Committee, which is scheduled to go out of existence on June 30 when the Wool Agreement between the Imperial and Commonwealth governments expires, is urging the continuance of the wool pool. His contentions, however, are meeting with but little favor in the Commonwealth and the program as planned is expected to go into effect.

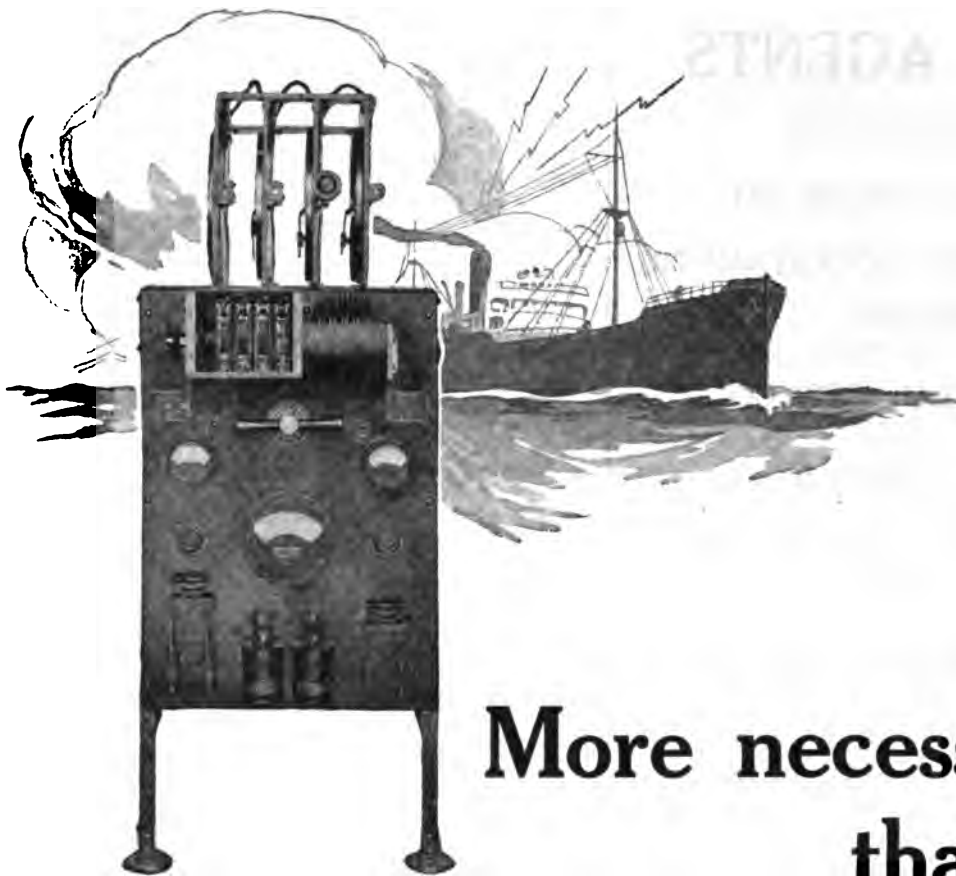
Production of wool is of Empire importance, says Sir. Higgins. To Australia wool—especially merino and fine crossbred—represents its foremost primary product; therefore, organization and cooperation are imperative in the industry, which is of such vital concern to the Commonwealth, he added.

Further analyzing the situation as he viewed it, Sir Higgins declares:

"The result of over three years' experience as chairman of the Central Wool Committee has absolutely convinced me that it is advisable and necessary for the wool industry of Australia that the wool growers, in conjunction with wool brokers and others, should form a national wool council to protect their interests, particularly in the disposal of Australian wool. The small wool grower is cognizant of the advantages accruing from collective effort, and during the period of the wool control has received payment for his wool on exactly the same basis as that for the largest station clip. This point is emphasized because such methods and settlement were neither customary nor obtainable in pre-wool scheme days. With the world-wide unrest the assurance of a means of sound finance cannot be expressed in actual figures. It is a fact that with such a national wool council as is proposed, all the money necessary to finance Australian wool clips can be obtained. If offers or bids at auction for individual station clips or lots of wool are not equal to the reserved price put on them by the experts attached to the wool-selling companies or firms, and approved by the national wool council, advances can be made on such wool. There will be no necessity to sacrifice it, as was frequently the case in the past. The problems of finance, exchange, shipping, and storage can be better solved through one organization than by more or less individual effort.

"I once said that the national wool council could dictate the price of wool to the world. Some objection has been raised to the word dictate. I have searched for another word to convey my meaning, but fail to find one more suitable. Why should not the grower dictate to the buyer the price of his commodity? The shearer dictates to the wool grower the price per hundred for shearing the sheep; the scourer the rate for scouring wool; the fellmonger the commission for fellmongering the skins; the carrier for rate of cartage; the railway authorities the railway charges, and so on. If all such charges which contribute to the current expenses of growing wool are dictated or determined or prescribed, or regulated by others, what valid objection can be raised to the wool growers founding an organization for the dictation, or determination, or fixation, or regulation of the price of their products, which will return to them a rate of interest commensurate with the risks incurred in the production of the wool? It is in this sense that the word dictate is used.

"In the past some buyers, at times, if not directly, then indirectly, dictated the price that they would pay



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Singapore, S. S.: Raffles Hotel.

Manila: 110 Plaza Goltz.

Cable Address,

All Offices Except Singapore: "SAFETCO"

Cable Address, Singapore: "TRIBACCA"

to the grower for his wool. Those buyers, representing bona fide manufacturing houses, should be welcomed by the national wool council, but there is a certain section of international representatives—practically wool speculators—who are likely to be a menace to the Australian wool industry; they have been active for some time, and it is that particular section that will strive to prevent the formation of the national wool council. In the dictation or fixing of the reserve prices for wool submitted for auction, the executive committee of the national wool council, together with its expert advisers, should keep in close touch with all wool-producing countries, maintain registers, all numbers of sheep and varieties, obtain reports as to the quality and quantity of each season's production, record the capacity and requirements of the woolen materials, and all other data and statistics appertaining to the industry. It would be impossible for an individual grower, or even one of our large pastoral companies, to gather such details, but to a national wool council, representing the Australian wool industry, it should constitute part of its ordinary work.

"For merino and fine crossbred wools Australia rules the world's position. South Africa as regards merino wool occupies the second position, but Cape wools are not equal to Australian (the improved quality of Cape wools in recent years is due solely to the introduction of Australian stud merino sheep); therefore, Australia can dictate to the world in the matter of merino wool.

"The argument that buyers will seek other markets cannot be accepted, continued Sir John Higgins. "The Argentine is certainly important as regards crossbred wool; so is New Zealand; also Great Britain, and the productions of these countries are factors in the marketing of the crossbred portion of the Australian clip. But they are not factors of moment as regards merino wool. The United States and Japan cannot produce their own requirements. Japan may in Korea and South Manchuria be able to build up a big flock of crossbreds.

"The endorsement of the proposal to found an Australian national wool council by practically every pastoralists', farmers', graziers', and settlers' associations in Australia, including many cooperative societies and supported by every wool-selling company or firm, with I think, one or two exceptions, is evidence, if such were necessary, of the soundness and practicability of the scheme. The national wool council will be a cooperative body, formed not for the purpose of gain, but primarily to safeguard and advance wool growers' interests during the period immediately following the termination of control under the Imperial government's contracts and the return to normal conditions—a period which will demand the utmost care, attention and wisdom of all interested in the Australian wool industry and who have the welfare of the Commonwealth at heart."

### AUSTRALIA IN SOUND CONDITION

Conditions in Australia are more nearly normal than in most other parts of the world, declares Mark Sheldon, high commissioner in the United States for Australia.

The cost of living has not mounted there the way it has in some other places, and this Mr. Sheldon said, was due to two reasons: First, because there was little, if any, currency inflation, and second, because Australia produces most of the necessities of life and, despite tremendous exports, always has managed to keep enough for home consumption. Speaking of Australian currency, he said that at the present time there were outstanding about £55,000,000 currency notes, against which is held 44 per cent gold cover.

"One reason we have been able to sell our public debt bonds so readily," he said, "is that the people have become accustomed to them and buy them with confidence. There is practically no speculation in

# We Want Exclusive Agents

Over 250,000 of these one-minute picture cameras are now in use in the United States. The sale has been so large that we did not seek to establish foreign agencies until our manufacturing facilities would enable us to supply the great demand. But now, we are ready to ship these marvelous cameras in any quantities. This proposition offers unlimited money-making opportunities to exclusive agents in every country, to import and distribute the Mandel-ette cameras and the Mandel Positive Post Cards. No experience in photography is needed to operate the Mandel-ette. Complete instructions furnished with every camera will enable anyone—even a child—to make finished pictures in one minute's time.

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This wonderful camera makes pictures DIRECT ON POST CARDS without films, plates, printing or dark room. Camera weighs about 24 ounces and measures about  $4\frac{1}{2} \times 5\frac{1}{2} \times 7$  inches; size of picture,  $2\frac{1}{2} \times 3\frac{1}{2}$  inches. Loads in daylight with 16 or 50 cards at one time—no dark room necessary. Universal focus lens produces sharp pictures at all distances. Equipped with the new wire release, perfect working shutter. Combined "3-in-1" Developer eliminates any other solution. Pictures develop automatically in less than a minute—can't overdevelop. Plain instructions with outfit enable you to begin making pictures the very hour the camera arrives.

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### No Plates---No Films---No Dark Room

Not a bit of muss or bother as with ordinary cameras. The pictures develop automatically—and cannot overdevelop.

### The Mandel Positive Post Cards

These cards are made especially for use in the Mandel-ette Camera. The pictures are taken directly on the cards, thus eliminating the use of films or plates.

This process is further simplified by the *Wonder 3-in-1 Developer*, which develops, fixes and tones the picture in one single solution. Every Mandel-ette Camera owner must purchase the Mandel Positive Post Cards in order to operate the camera. That is why the business is so profitable to the importers and dealers. The more cameras in use, the greater will be the distribution of the post cards and other supplies.

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these securities and nobody ever worries about market quotations."

The Australian public debt, federal and state, before the war, he explained, was about \$2,000,000,000. To this has been added approximately \$1,750,000,000 of war debt in the last four or five years. Upwards of 90 per cent of the pre-war debt represents money borrowed for the building of public utilities, such as railroads, water supply, docks, etc., and this is not only self-supporting but furnishes a surplus revenue which goes to help defray the ordinary cost of government administration. Thus, the apparently huge public debt, compared to the small population, has been handled in an economical and efficient manner.

The average rate of interest paid by Australia on its public debt was less than four per cent. The pre-war debt averaged considerably less than this figure, and despite the fact that the war bonds have paid between four and one-half and five per cent, the average is still under four per cent.

Distribution of the debt was most satisfactory. The pre-war debt is held to the extent of about 80 per cent by Australians, with the remaining 20 per cent held in England. Of the war debt about one-third is held in Australia and two-thirds in England.

Chief dealings on Australian stock exchanges are in bank stocks. There are about 20 large banks there, and all have their shares listed on the open markets. A feature of these banks is that their shares are very widely distributed, with no large controlling interests existing. The banking system is modeled after that of Great Britain, with a few large banks having many branches all over the continent. By careful administration and through reduced costs of operation, he said, the banks are able to transact business on a narrow margin of profit. Formerly this was about one per cent. Now it is about one and one-half per cent.

## American Motion Picture Industry on Eve of Tremendous Expansion

(Continued from page 50)

the various markets of the world is resuming its old vigor.

The total imports of motion picture films into Australia for 1918, totaling 18,000,000 feet, came from the following sources: United States, 16,207,462 feet, valued at \$1,290,000; United Kingdom, 1,653,622 feet, valued at \$116,000; other countries, 167,932 feet, valued at \$15,000. Four-reel pictures of drama, educational films and scenic pictures are the types most in demand. Distribution of films in Australia is very extensive, reaching even the most isolated communities. The Government of the Commonwealth is vitally interested in the showing of films of an educational character.

There is a great opportunity in Australia to interest the neighborhood societies in the extensive use of the motion picture as a means of entertainment and education.

In the matter of cinematographs there was a total of \$24,600 worth of these articles imported in 1918, of which the United States furnished \$20,800, or nearly 85 per cent, the balance being supplied by Italy, United Kingdom and France.

About 95 per cent of the motion picture films imported by New Zealand are of American production. Wellington is the chief center of distribution. There are about 200 picture theaters in the Dominion, with an average seating capacity of 750. In the small towns the capacity is about 200, while in the cities

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# LOCOMOTIVES

there are some theaters accommodating more than 1,000 people. Because of the infrequency of traveling shows for the speaking stage, the moving picture as a means of entertainment is without much opposition in many countries.

This is true in such places as Hawaii, where "there are moving picture theaters in all of the cities and towns and on every plantation in the Islands," to quote the Hawaii Tourist Bureau. All titles of pictures for exhibition in Hawaii should be written in English. Any inquiry made to sources in Hawaii on the point would probably bring the following reply: Hawaii is part of America, please remember that."

The Philippine Islands is a fairly large consumer of American motion pictures at the present time, although there is great room for development. Love stories, comedies and dramas are the most popular with Filipinos. The Filipinos are declared to be innately interested in moving picture shows.

The time has not yet come, of course, when every man and woman or child in this country will go to a moving picture show at least once a week, as in many parts of the country there are no picture theatres established, says Leon Ancheta, secretary-treasurer of the Chamber of Commerce of the Philippine Islands. The motion picture business is growing rapidly in the Philippines and its future is exceptionally bright. In 1919 the Philippines imported 2,688,750 lineal feet of motion picture film, valued at \$97,757, as against 1,906,798 lineal feet, valued at \$77,080, in 1918.

### Aid to Development

Moving pictures, both indirectly in the showing of plays based on fiction, and in educational matter-of-fact pictures, are recognized as a great force in the development of those parts of the world where progress has been retarded for various reasons. An English emissary was recently sent to the United States to confer with the leading film producers of this country for the purpose of enlisting the cooperation of the American film industry in a plan to use the screen for the purpose of furthering Anglo-American relations. Traders in the Far East and South America declare that American-made motion pictures, true to life and not involving situations beyond the bounds of reason, are a great asset to the furtherance of trade in the southern continent.

If there is one line of American exports that American manufacturers generally should back in every way possible it is the motion picture. While directly the producers and distributors, quite naturally, are the persons to push the trade in American exposed films, American traders indirectly should lend every effort to further the showing of American motion pictures.

Strict attention to detail in the making of motion pictures for showing in foreign countries is absolutely essential. While the statements of competitors in world trade must be digested with considerable reservation, it is interesting to analyze the following statement from a British trader in the Far East:

"An adequate and abundant supply of British films, he declares, is urgently needed to compete with the unrestricted flood of American pictures which pours into China, India and Africa. Through them the prestige of the British Empire is being steadily lowered. These films represent life from an American point of view, and, naturally enough, present the United States as the first country of the world. English film producers have nothing to put out in competition with these transatlantic rivals, and the native mind quickly becomes convinced that since Britain shows nothing she has nothing to show. To the native, the film is the most convincing method of instruction. Thousands throng the picture theaters of the East each night. There they learn nothing of Britain. And there is a further, and perhaps greater danger. Many of these American films present life to the native in a way

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which can do the most deadly harm. The white man is held up to ridicule. Often native characters are shown in the picture living on terms of complete equality with if not superiority to, the Europeans. Natives often figure as heroes, while Europeans are the villains, and natives are shown making love to white women in a perfectly matter-of-fact way. Any man who knows the East and the native mind can foretell to what ghastly disaster this sort of thing must lead us. It must be checked swiftly, and the surest way of checking it is by means of the English film."

### Pictures to Satisfy Needs

Undoubtedly, there are many American motion pictures made that should never be sent abroad, but today the film producer of the United States is becoming as skilled a trader in the export field as the trader in any other lines. American producers today are prepared to meet the needs of foreign countries for "screen" entertainment. They realize that situated on the shores of the Pacific, the greatest field of opportunity for all American traders, and elsewhere in the world, there are people of all types, all creeds and of manifold traditions, with all degrees of and lack of education. On account of the many phases of religious superstitions and traditions, great care is being exercised that a motion picture scene shall not offend. As the emissaries of the producing companies and distributing companies in foreign fields multiply and the results of surveys are digested and absorbed, American films will continue to more thoroughly satisfy the tastes of the various peoples of the various countries.

There is a general spirit of cooperation among the moving picture producers to make films thoroughly accurate in detail and absolutely barren of anything that may be construed as offensive. Cooperation to this end is being solicited by Great Britain, as evidenced in the excerpt of a communication sent to American film producers by Lord Northcliffe.

"Some American films, beautiful in conception, that include reels depicting English life, are occasionally spoiled by little, but damaging, mistakes which make the public disregard the fine creative and accurate portion of such films.

"For example, I saw in Edinburgh what should have been a very popular film—American made—in which one scene was laid in an English country house. There was a large party at breakfast. Attending upon the party were a butler and a footman. In an English country house the servants do not wait at breakfast. The guests help themselves from the sideboard, as everyone in the audience knew. Incidentally, the whole party were drinking ice water, which is a luxury that we have not attained to in this country.

"Such errors hurt filmland as badly as false news hurts newspapers. They make people doubt the accuracy of all films.

"A good understanding between the film people of our countries is the more essential because the development of cheap private projectors will produce such an increase in the manufacture of films and the desire to see films, that for every film put on the screen today, I venture to predict that there will be a hundred produced in ten years' time."

One hundred films in ten years to every film produced today! On first thought, such a statement may be construed as an outburst of effervescence, but to those who have probed the possibilities in the different countries of the world it is accepted as a conservative conclusion. And American film producers are laying their plans to continue to be the world's chief supplier of motion pictures as they have in the past.

The Government of the Commonwealth of Australia has requested General Birdwood to accept as a gift from the Commonwealth the charger which he used throughout the war.

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# CANADA

## CANADIAN IMPORTS INCREASE



ANADA imported merchandise valued at \$993,870,100 for the fiscal year ended February 29, 1920, an increase of \$58,609,628 over the previous year, according to official statistics. Imports were \$1,246,341,600, or \$30,025,168 more than the year before. Duty collected on imports totaled \$177,766,266, an increase of \$18,704,316. Canada imported from the United Kingdom goods valued at \$106,605,527, as compared with \$74,806,773 the year before.

Exports to the United Kingdom were \$507,091,477, as against \$546,790,141 the previous year.

Imports from the United States were \$764,185,943, approximately the same as the year before. Exports to the United States were \$456,668,817, an increase of about \$2,000,000.

## PROMOTE LIVESTOCK INDUSTRY

The livestock men of Alberta have adopted a novel means of promoting their industry, and, incidentally of bringing to the notice of the people both within and without the Province, the standing of Alberta as a livestock country.

Thirteen of the largest breeders have donated 13 steers, mostly purebreds, to the University Farm without any charge whatsoever. These steers represent the cream of 24 of Alberta's leading herds, and constitute what is thought to be the finest selection of its kind owned by any institution in Canada.

During the past a number of grade steers had been bought from time to time by the University Farm for judging purposes for the students of the College of Agriculture. The best of these were shown at the local livestock shows and later sold. It was next to impossible, however, to secure the class of stock best suited to this purpose with the funds available, as it entailed going to the larger breeders and paying top prices for selected individuals, and in all probability the breeders would not care to dispose of the animals of the age most suitable. It was felt that this work could be made more valuable to the Province at large if instead of using ordinary grade steers, animals of higher merits could be obtained. In any case the cost of labor, feed and housing would be the same.

## AUTOMOTIVE INDUSTRY EXPANDS

In Canada there is one automobile for every 25 people, the Dominion in this respect taking only second place to the United States, where there is one to every 15 persons. Since the introduction of the car into Canada, the industry has made phenomenal strides. In 1903, in all the breadth of the Dominion there were but 220 car owners, and in 1919 the number of registrations totaled 324,886. By provinces the registration of cars is as follows: Ontario, 139,288; Saskatchewan, 54,792; Alberta, 34,000; Quebec, 29,183; Manitoba, 29,163; British Columbia, 19,500; Nova Scotia, 9,900; New Brunswick, 8,061; Prince Edward Island, 999.

At the present time the sum of \$50,000,000 is invested in the Canadian motor industry. The estimated aggregate sale of cars in Canada last year was over \$100,000,000, and expert investigation has elicited the probability of a 35 per cent increase over these figures for the year 1920.

Ontario is the motor province of Canada in manufactures as well as ownership. Windsor, with its surrounding communities of Walkerville and Ford City,



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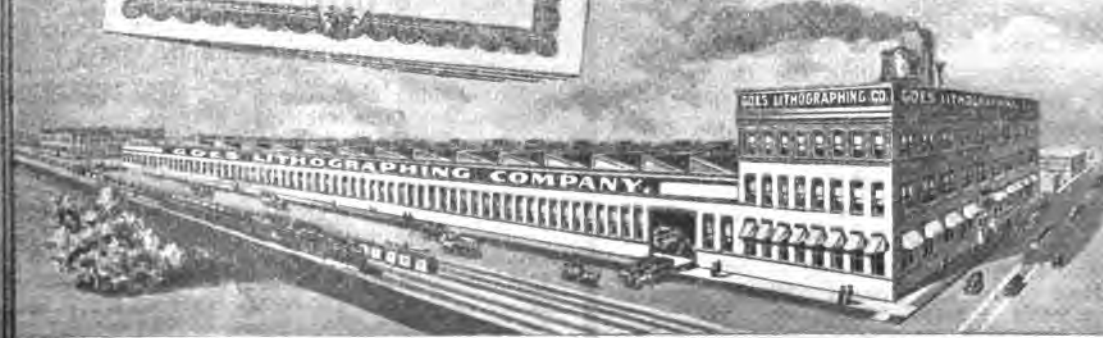
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Oshawa and Toronto are the most important manufacturing towns. Canada is largely interested in both the import and export of automobiles. In 1919 the imports of cars, parts and accessories amounted to \$12,201,119, while exports for the same period were valued at \$10,889,234. The imports were practically all from the United States.

The growth of the export trade can be seen from a comparison with the figures of 1917 and 1918 which were \$3,210,120 and \$4,418,976, respectively. Australia was the Dominion's best buyer last year, the Commonwealth buying \$2,440,000 worth of cars. New Zealand came next with \$1,185,000, then the United Kingdom, with \$721,000, and India, with \$664,000. Turkey took freight automobiles to the value of \$621,023. Exports to the United States totaled \$329,068, consisting mainly of parts.

The British preferential tariff which went into effect on September 1, 1919, is expected to impart a considerable stimulus to the Canadian automobile industry. It grants preferences of one-third, provided that not less than 25 per cent of the labor on the finished car shall have been done within the British Empire.

## BIG COAL IMPORTER

Canada is a substantial purchaser of coal from the United States, the imports amounting to 21,411,813 tons valued at \$70,603,005.

Canada's 1919 exports of coal were valued at \$10,380,186 and her total production in 1919 was 13,676,300 tons, of which 73,893 tons were anthracite. In the ten years from 1910 to 1919 the value of Canada's home produced coal exported amounted from \$5,013,221 for 1,826,339 tons to \$10,169,722 for 1,826,639 tons. Thus with only 300 tons more coal exported the value was more than doubled.

The production of coal in Canada for each of the ten years was as follows: 1910, 12,909,152 tons; 1911, 11,323,388; 1912, 14,512,829; 1913, 15,012,178; 1914, 13,637,529; 1915, 13,267,028; 1916, 14,483,395; 1917, 14,046,759; 1918, 14,997,926; 1919, 13,676,300.

Production in 1919 by provinces follows: Nova Scotia, 9,702,316 tons; New Brunswick, 177,976 tons; Saskatchewan, 381,967; Alberta, 4,983,730; British Columbia, 2,429,211; Yukon, 1,100.

Imports of coal in 1910 were 3,152,851 tons of anthracite, valued at \$14,456,315; bituminous, 7,017,271 tons, valued at \$13,070,363; total valuation, \$27,526,678.

Imports in 1919—Anthracite, 4,842,788 tons, valued at \$26,191,798; bituminous, 16,569,025 tons, value \$44,411,207; total valuation, \$70,603,005.

For 1919 the total tonnage of coal imported was 21,411,813 tons.

Coal exported from Canada was at follows:

1910, Canadian produce, 1,826,339 tons, valued at \$5,013,321; 1919, 1,826,639 tons, valued at \$10,169,722; foreign produce reexported, 1910, 182,521 tons, valued \$272,645; 1919, 69,704 tons, value \$210,464. Total exports, 1910, 2,008,860 tons, value \$5,285,866; 1919, 1,896,343 tons, value \$10,380,186.

## RECORD CROPS IN 1919

Establishing new record both in the acreage under crops and in their total value, the aggregate of all field crops in Canada for the year 1919 amounted to \$1,448,154,500, compared with a total value of \$1,372,935,970 in 1918, and \$1,144,636,450 in 1917.

The total values at farms in 1919 of the principal field crops are estimated as follows, the corresponding values for 1918 being given in parentheses: Wheat, \$360,573,000 (\$381,677,700); oats, \$317,079,000 (\$331,357,400); barley, \$77,462,700 (\$77,378,670); rye, \$14,240,000 (\$12,728,600); peas, \$9,739,300 (\$12,899,100); beans, \$6,214,800 (\$19,283,900); buckwheat, \$15,831,000 (\$18,018,100); mixed grains, \$37,775,400 (\$40,726,500);



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Marine Type**



**2-Cylinder, 8, 10, 12, 16 and  
20-H. P. Marine Type**



**3-Cylinder, 25, 30, 40, 50, 80 and  
110-H. P. Marine Type**



**4-Cylinder, 65, 85, 120 and 175-H. P.  
Marine Type**

## BRIEF SPECIFICATIONS

## NET PRICE LIST

## SHIPPING WEIGHTS AND MEASUREMENTS

Frisco U. S. Gold P. O. B. Copy or F. A. B. Oakland or San Francisco, Cal. U. S. A.										Average Shipping Weight in Pounds										Average Shipping Dimensions in Ft.									
Model	Cyls.	Stroke	Displacement	Weight	Net Price	Net Price	Net Price	Net Price	Net Price	Model	Cyls.	Stroke	Displacement	Weight	Net Price	Net Price	Net Price	Net Price	Net Price	Model	Cyls.	Stroke	Displacement	Weight	Net Price	Net Price	Net Price	Net Price	Net Price
3 C	1	5 1/2	65	400	21	1 1/2	1 1/2	1 1/2	1 1/2	3	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
8 A2	2	4 1/2	6	440	21	1 1/2	1 1/2	1 1/2	1 1/2	8	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
9 G	2	5 1/2	6	360	23	1 1/2	1 1/2	1 1/2	1 1/2	9	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
10 B2	2	5 1/2	6	400	23	1 1/2	1 1/2	1 1/2	1 1/2	10	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
12 E	2	6	7	380	25	1 1/2	1 1/2	1 1/2	1 1/2	12	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
16 P	2	6 1/2	7 1/2	320	27	1 1/2	1 1/2	1 1/2	1 1/2	16	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
20 M	2	7 1/2	9	320	34	2 1/2	2 1/2	2 1/2	2 1/2	20	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
25 H	3	6 1/2	7	430	28	1 1/2	1 1/2	1 1/2	1 1/2	25	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
30 E	3	6 1/2	8	360	34	2 1/2	2 1/2	2 1/2	2 1/2	30	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
40 P	3	8	10	320	40	2 1/2	2 1/2	2 1/2	2 1/2	40	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
50 P	3	8 1/2	10 1/2	300	44	2 1/2	2 1/2	2 1/2	2 1/2	50	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
65 O4	4	8	10	360	44	2 1/2	2 1/2	2 1/2	2 1/2	65	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
80 E	3	9 1/2	12	280	48	3 1/2	3 1/2	3 1/2	3 1/2	80	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
85 P4	4	8 1/2	10 1/2	350	48	3 1/2	3 1/2	3 1/2	3 1/2	85	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
110 S	3	11 1/4	15	250	56	4	4	4	4	110	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
120 R4	4	9 1/2	12	320	56	3 1/2	3 1/2	3 1/2	3 1/2	120	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
175 S4	4	11 1/4	15	275	64	4 1/2	4 1/2	4 1/2	4 1/2	175	4	15 1/2	1380	3210	2265	2775	61	54	130	90	70	5	8	9	10	12	16	20	
220 S6	6	11 1/4	15	300	72	5	5	5	5	220	6	11 1/4	15	300	72	5	5	5	5	5	220	6	11 1/4	15	300	72	5	5	5



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flax, \$22,609,500 (\$18,951,000); corn for husking, \$22,080,000 (\$24,902,800); potatoes, \$118,894,200 (\$102,235,300); turnips, etc., \$54,953,700 (\$52,252,000); hay and clover, \$338,713,200 (\$241,277,300); fodder corn, \$34,179,500 (\$29,439,000); sugar beets, \$2,606,000 (\$1,845,000); alfalfa, \$10,800,200 (\$7,936,500).

The total yield of wheat for all Canada in 1919 was 193,260,400 bushels from 19,125,958 sown acres, an average yield of better than 10 bushels per acre. In 1918 the corresponding figures were 189,075,350 bushels from 17,353,902 acres, a yield per acre of 11 bushels. The yield of oats in 1919 was 394,387,000 bushels from 14,952,114 acres, an average of 26.25 bushels, as compared with 426,312,500 bushels from 14,790,336 acres, an average yield of 28.75 bushels per acre. Barley gave a return in 1919 of 56,339,400 bushels from 2,645,509 acres, an average per acre of 21½ bushels, as compared with 77,287,240 bushels from 3,153,711 acres in 1918, an average of 24½ bushels per acre. In 1919 there was produced 16,348,000 tons of hay and clover, as compared with 14,772,300 tons in 1918. Fodder corn gave a yield of 4,942,760 tons in 1919, as against 4,787,500 tons in the previous year. The yield of sugar beets increased from 180,000 tons in 1918, to 240,000 tons.

Average values per bushel of grain at point of production for Canada in 1919, according to the prices returned by crop correspondents were as follows: Fall wheat \$1.97, as against \$2.08 in the two previous years; spring wheat \$1.86, as against \$2.02 in 1918 and \$1.93 per bushel in 1917; all wheat \$1.87, as compared with \$2.02 in 1918 and \$1.94 in 1917; oats 80c in 1919, 78c in 1918 and 69c in 1917; barley \$1.37, as compared with \$1.00 and \$1.08 in 1918 and 1917; rye \$1.40, compared with \$1.49 in 1918 and \$1.92 in 1917.

## NEW BUDGET IS LOWER

Estimates for the new financial year submitted in the House of Commons indicate that Canada is rapidly slowing down the pace set by war expenditures. The estimates call for an expenditure of \$537,149,426 as compared with \$900,852,231 during the current year. There have been sweeping cuts in nearly every department of Government.

The total amount chargeable to current revenue is \$440,496,333, as against \$451,729,786; capital expenditure shows a reduction from \$99,122,445 to \$58,189,695, while the demobilization estimate has been brought down from \$350,000,000 to \$38,463,400.

What increases there are in the public expenditure are direct legacies of the war. The public debt charges, which have gone up \$35,433,000 during the year, represent the interest on the \$2,200,000,000 of loans floated during the war period. For the administration of the soldiers' land settlement scheme, which is placing thousands of returned soldiers on the soil, \$50,017,000 is asked, or \$5,000,000 more than last year. This expenditure represents mere advances, which will be repaid with interest. It is considered one of the best pieces of development work. Pensions, another war legacy, call for \$27,520,000, and soldiers' civil reestablishment \$34,000,000.

## MINES YIELD \$20,000,000

A record value of \$20,701,005 for mineral production in Canada was reached in 1919, according to the annual report of the Quebec bureau of mines of the department of colonization, mines and fisheries. The total was nearly \$2,000,000 more than that for 1918.

## Henderson Emissary Sails

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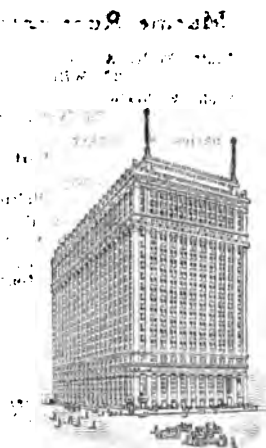
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Insurance Company of  
**NORTH AMERICA**  
PHILADELPHIA

# CHINA

## TO REVISE TARIFF



HAT China will take steps immediately to increase her duties on imports and at the same time abolish the local customs, known as the Likin, which have been levied on products passing from one province to another, is the gist of a note addressed by the Peking government to the legations in Peking. Cooperation of outside nations in revising the customs tariff

which is intended to raise sufficient funds to offset the deficit resulting from the abolition of the Likin, has been requested.

The note declares that the Chinese government in May, 1919, received from the Ministers of the Powers, whose representatives signed the Tariff Revision Agreement, a communication stating that the levying of internal duties in China was having an extremely injurious effect on the advancement of trade between China and foreign nations, and that the ministers greatly hoped that some method might be devised for the abolition of such duties.

In January, 1920, Sir John Jordan, the British minister, sent a note to the Foreign Office stating that the British Chamber of Commerce in China, at the Shanghai conference, had advocated the carrying out of various clauses of Settlement Eight of the Commercial Treaty of 1902, with the proviso that before an increase of import duties went into effect, the Powers should obtain from China satisfactory guarantees that China in the future would not levy any other direct or indirect taxation; also reminding the Government of the earnest hopes of everyone that China would become united on this question, which necessarily must precede any discussion or revenue collection, for otherwise there could be no uniformity on revenue collection.

The note says that China was deeply grateful for this advice, as the question of arranging a method for abolishing the Likin and increasing the import duties is at present engaging the attention of the various departments concerned.

It may be stated clearly that when the Likin is actually abolished and the import duties increased, the Likin will never again be levied directly or indirectly in the interior of China on goods of foreign nations on which the increased import duties have already been paid.

After the import duties have been increased and the Likin, if it is found that the additional import revenue so obtained is insufficient to make up the losses from the Likin, China must arrange to make up the deficit.

In consideration of this fact, the Powers concerned have agreed that as the fixing prices on the commodities under the revised tariff were made during the war, such prices will be subject to further revision two years after the peace.

China considers that until the proceedings now contemplated for increasing import duties and abolishing the Likin are actually enforced, the Powers should be requested to partake in a prior revision of the import tariff, so as to make the listed values of commodities correspond with the actual values, and to raise the income sufficiently to compensate the loss from the Likin. In view of the foregoing considerations, the Government hopes that the Powers will carry out the above arrangements.

Finally, the note calls attention to the fact that it is China's intention to proceed immediately with increasing the import duties and the abolition of the Likin.

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Information:

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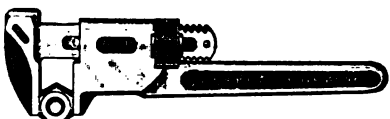
- The Trimo Pipe Wrench
- The Trimo Chain Pipe Wrench
- The Trimo Nut Wrench
- The Trimo Pipe Cutter (Hand)



Trimo Pipe Wrench—Made with Steel Handles, in 8 sizes, 6 in. to 48 in., in wood handles in 6 in., 8 in., 10 in., 14 in. Taking pipe 1/8-in. to 5 in.



Trimo Chain Wrench in 8 sizes, Nos. 10 to 16; taking pipe 1/8-in. to 15 in.



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According to a recent announcement, 20,000,000 yen are to be involved in a large Sino-Japanese irrigation venture in Manchuria, for the "encouragement of industry," as indicated by the title of the new company, "Manchurian Kwangyo Kaisha." Leading Japanese business men are interested in promoting the enterprise and will amalgamate the company with two other similar concerns. The headquarters are to be Tokyo and the allotment of shares will be to Chinese and Japanese capitalists, the South Manchurian Sugar Manufacturing Company, the South Manchurian Railway interests, and the general public, aggregating 320,000 shares, promoter being expected to take from 1,000 to 3,000 shares.

## FROM FAILURE TO SUCCESS

How a business in a certain brand of American chewing gum handled by a Hongkong house was turned from failure to unusual success by the supplier co-operating with the buyer in manufacturing, wrapping and packing of goods to withstand climatic conditions is recited by Fred H. Lysons, of Seattle, Wash., who is now investigating trade conditions in the Orient.

Not many years ago the gum could not be sold in Hongkong for less than 40 cents a package, due to losses in stock on account of climatic conditions. The American gum manufacturer absorbed the suggestions of the Chinese house in Hongkong in manufacturing packing, etc., and as a result a trade amounting to \$10,000 a month has been built up.

## Presenting Nerve Centers of U. S. Industry to Overseas Traders

(Continued from page 58)

ican industry. It is estimated that four-fifths of the freight boats carrying ore on the Lakes are owned or controlled in Cleveland. The lake freight carrier is over 600 feet long and has a capacity of 10,000 or 12,000 tons. More than 800 ships of various sizes ply the Great Lakes during the seven or eight months of the year the ports are not icebound. In the ore, coal and grain trade, about 450 bulk freight ships are employed, of which approximately 80 per cent are owned or managed by Cleveland firms.

There are at least eight or nine well-known iron ore mining companies operating in the Lake Superior region. These companies own mines and properties worth many millions of dollars.

More than half of the pig iron produced is worked into finished products in that city. Wire rods, barbed wire, piano wires, electric wires, cable and wire ropes are produced in great quantities; while plates, pipes, sheets and miscellaneous products go to make up the balance of the big total.

### Foundry and Machine Shop Industry Second

Following iron and steel, the foundry and machine shop industry is important. Cleveland practically leads in the output of wire and nails, bolts and screws, malleable castings and heavy machinery, while it has high rank as a producer of screws, tacks, drills, steam hammers, lathes, punches, shears, forges and automatic screw machines.

Expansion of automobile manufacturing in Cleveland is one of the city's most notable recent developments. The development of this industry is not of a fluctuating or temporary nature, but is the result of the recognition by motor car experts of Cleveland's advantages.

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- Amanil Geranine B. G.** concentrated—fast to Acid Pink
- Amanil Fast Lavender B & 2 R**—fast to light Wistaria Shades
- Victoria Blue B**—equal in every respect to the German product
- Alizarine Navy Blue**—for Navy uniform cloth
- Phloxine**—for silk, a substitute for Rhodamine
- Fast Indigo Blue**—the principal cotton color of the Far East
- Paramine Brown**—fast color for cotton printing
- Amanil Vat Olive**—the first American-made Vat Color for cotton uniform cloth  
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Cleveland's part in the automobile industry is not confined to the production of cars. The city leads in the production of automobile parts and accessories. More springs for automobiles, wagons and carriages are made in that city than anywhere else; one firm alone turning out more than 6,500 springs a day. No other American city is even a close rival in the production of storage batteries, motor cylinders, rims and tubing. The Cleveland factories have production capacities of more than 2,000 automobile cylinders a day, while another has a daily capacity of about 15,000 carriage wheel rims, 1,500 bands for truck wheels, and 1,200 bases for truck tires. Frames, axles, bearings, fittings of various sorts, bodies, carburetors, crank shafts, motors, wheels, tubings, forgings, stampings and castings for every automobile use are produced in large quantities.

Cleveland is paramount among American cities in the scope of its electrical manufacturing. A large percentage of the high candle power incandescents are produced there. Petroleum coke, a by-product of Cleveland's oil refineries, is largely used in the production of arc lamp electrodes. Electrical batteries also are known as a leading Cleveland product, and one of the largest plants in the world producing automobile batteries is located here.

#### Clothing Industry Important

In the clothing industry, Cleveland has filled a new business district of the city with factories of modern type in its progress to second place as a manufacturing center of women's garments. Not only is there a large output of cloaks and suits, but also of waists, undershirts, underwear and knit goods. The output of men's wear, including caps and neckwear forms an important part of Cleveland's clothing industry. Advanced methods and excellent working conditions are prominent features of the garment business here. It is estimated that over 10,000 people are employed and over \$500,000 a year is spent in designing alone.

Cleveland's woolen mills and allied industries represent a capital of between \$6,000,000 and \$8,000,000. Enough cloth is woven in this city each year to make in the neighborhood of 2,000,000 suits. There are several thousand people and 700 looms in one mill alone, which consumes 15 tons of fleece per day. One blanket mill and more than two dozen knitting mills, representing a combined capital of \$4,000,000, turn out vast quantities of blankets, sweaters, caps, shawls, scarfs and other knit articles.

For the last 20 years Cleveland has been the first city in the United States in the manufacture of paint and varnish, and one of the world's largest paint factories is there.

The first big business was the oil business. Cleveland's connection with petroleum began in 1859, and by 1870 more than one-third of the entire product of the oil fields came to Cleveland refineries. From 1865 to 1870, the city received 5,500,000 barrels of crude oil and shipped 4,000,000 barrels of refined oil. The Standard Oil Company, organized in 1870 by Mr. John D. Rockefeller, and known throughout the world, had its headquarters in Cleveland for many years. Today there are some half-dozen refineries there with an annual output of 100,000,000 gallons of refined oil.

#### Variety of Manufactures

There are a number of miscellaneous products which all aid in the importance and development of Cleveland. It is one of the largest hardware producing centers in the United States. There are several large manufacturers of steel office furniture, printing presses and paper cutters. The only multigraph manufacturing concern in the country is located in Cleveland. Only one city in the United States produces more sewing machines than this industrial center. There are a number of manufacturers of plumbers' supplies, railroad frogs and crossings, kitchen utensils, washing machines,

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aluminum wares, lamps, lighting fixtures, roofing materials, toilet articles, toys, rubber goods, leather goods and small novelties.

There are five individual firms and corporations maintaining brick plants in Cleveland and adjacent territory. The production of clay goods is large and rapidly increasing. An average of 15,000,000 face bricks, 30,000,000 paving bricks, 250,000,000 common bricks and 200,000 tons of hollow tile are produced annually.

Cleveland is one of the leading financial centers of the United States. There are seven national banks and 24 state banks including savings and trust companies. The capital of the national and state banks recently was estimated at \$28,175,000, surplus and undivided profits were \$36,547,140, and deposits were \$623,237,905.

Cleveland is efficiently served by railroads. Aside from the fact that it is on the main lines operating between Chicago and the Atlantic Coast, it is touched by seven trunk line systems altogether: New York Central, Pennsylvania, Big Four, Erie, Nickel Plate, Wheeling and Lake Erie, and Baltimore and Ohio, all of which have been operated by the United States government during the nation's participation in the war. There are about 80 passenger trains per day, and about 40 freight stations located at convenient points throughout the city, so that local transportation is reduced to a minimum. All of these railroads are connected by the Cleveland Belt Line. This road, built at a cost of \$180,000,000, some 19 miles long, binds all the roads entering Cleveland into one system as it were, and not only simplifies the freight handling problem in the city, but serves as a tremendous stimulus to industrial development of outlying tracts of land located on this Belt Line. It is said by engineers to be the shortest and most convenient belt line, with the easiest grades in any American industrial center.

Cleveland has an excellent harbor, protected by a breakwater five and three-fourths miles in length, which was constructed by the Federal government at a cost of approximately \$6,000,000, and on which additional sums have been expended for dredging and maintenance. The harbor has a spacious entrance, and at the east end are several passenger piers which afford ample dockage for the six passenger boat lines running to Detroit and Buffalo and places of lesser importance. The largest fresh water steamships in the country supply daily service from Cleveland to Buffalo (a one-night trip), and there is also through passenger steamboat service to Duluth, on Lake Superior.

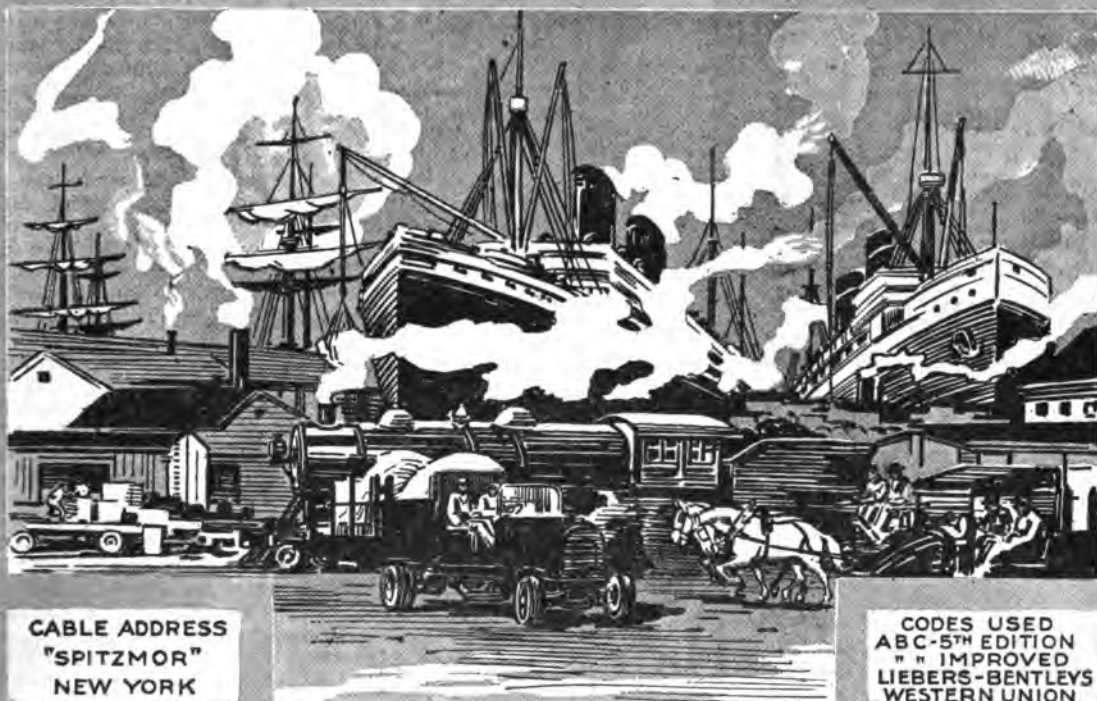
## Nitrate Production Increases

Activity is increasing in the nitrate industry of Chile, which means an enlivening of business generally throughout the west coast Republic. The lull in nitrate mining that followed the signing of the armistice has adversely affected the entire commercial structure of the nation for months, but the European demand for the product, now assuming sizeable proportions, is rapidly stabilizing conditions.

The German steamers which were in Chilean ports during the war are being utilized to carry nitrate to Europe. Several have sailed, and three of those which had their machinery disabled are now being loaded with nitrate to Europe. These vessels are to be towed to destination by tugs sent out from Europe for that purpose. The use of the German steamers and sailing vessels will facilitate the movement of the large quantities of nitrate desired in Europe.

The large shipments of nitrate are reducing the stocks at the oficinas in the pampa, though there is still sufficient quantity to supply what is needed for exportation for several months. In view of the increased demand, five oficinas which were closed down are preparing to operate soon and are advertising for employees.

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### 1919 JAPAN TRADE STATISTICS



JAPAN'S trade with Asia as a whole in the 1919 calendar year resulted in an excess of imports over exports. Exports totaled 955,145,674 yen in value and imports reached 1,074,370,271 yen. Imports increased by 261,657,688 yen, and exports increased by only 19,594,822. The principal factor which worked this change was Japan's necessity to import foodstuffs from India, Siam, Manchuria and French Indo China. Those countries

exported rice to Japan. The Dutch East Indies exported into Japan more cargo than she bought from Japan. Japan's purchase of sugar from Java was responsible for this trade balance.

Japan's trade with Europe resulted in the excess of exports over imports. Imports reached Y162,269,641, while exports totaled Y194,852,727. However, the comparison of 1919 figures with those of 1918 displays quite a striking change in the Japan-European trade. Exports decreased by Y103,403,791, while imports from Europe increased by Y80,182,786. This increase in imports was especially visible in the records for Great Britain, Switzerland, and Sweden. Great Britain's imports reached Y127,541,962, against Y66,541,257 for the previous year, while Japan's exports to Great Britain reached Y111,343,465, against Y142,866,369 for the previous year. Switzerland's imports reached Y8,643,398, against Y2,278,193 for the previous year. Switzerland's purchase from Japan, on the other hand, decreased from Y579,562 for 1918 to Y408,007. Sweden's imports reached Y11,284,691, against Y3,700,943 for 1918. France also increased her imports into Japan from Y3,730,147 for 1918 to Y8,831,291, while her purchase from Japan fell off from Y142,199,063 for 1918 to Y66,813,482. Any increase in Japan's exports was registered in records for Germany, Belgium, Holland, Sweden, Norway, Russia, Spain, Denmark, Turkey, and some other small countries and the size of gains was small.

Japan's trade with North America resulted in an excess of exports, as shown below.

Countries	Exports	Imports
United States .....	Y828,097,621	Y766,381,438
Canada .....	24,839,553	6,126,416
Mexico .....	1,155,104	177,853
Others .....	3,002,026	773,779
Total .....	Y857,094,304	Y773,459,486

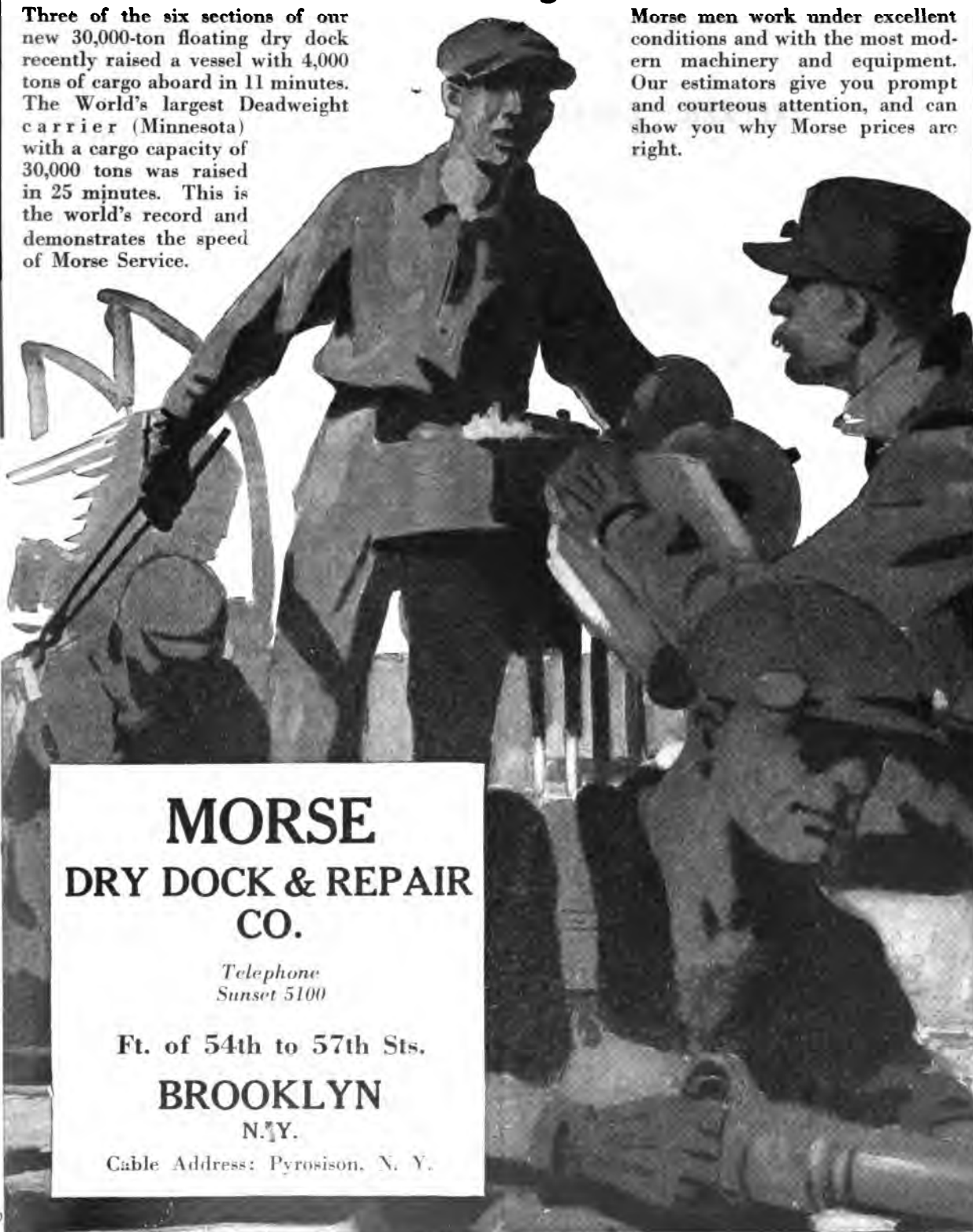
Only in the case of Canada did both imports and exports decrease as compared with 1918. In all other figures as compared with 1918 a fair gain was registered. In the trade with South America there was an excess of exports over imports, but it must be noted that both exports and imports fell materially. Exports reached Y20,830,455, a decrease of Y16,052,846, as compared with 1918. Imports reached Y18,183,360, which figure was a falling off of \$2,694,596. In exports the heaviest decrease was registered for Argentina and Brazil. The only increase was noted in the figure of Peru. In imports a decrease was noted in the figure of Argentina. The imports from all other countries increased.

The Japan-African trade resulted in an excess of imports, exports having reached Y24,781,695, while imports reached Y54,578,076. Exports decreased by Y23,420,120 from 1918. Imports increased on the other hand by Y15,293,441. Egypt and Cape Town are responsible for the substantial gain in imports. The trade with

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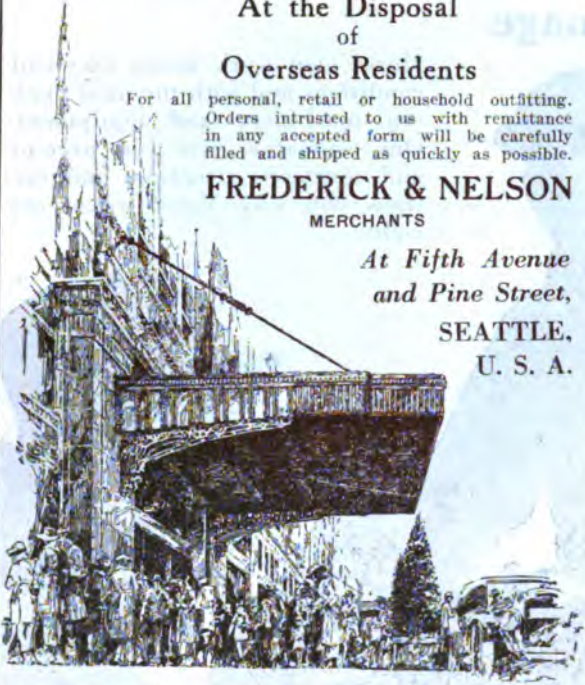


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Oceania also resulted in the excess of imports. Imports reached Y66,414,079, against Y57,580,562 for 1919, while exports reached Y46,155,278, against Y82,915,460 for 1918. Japan imported a great quantity of wheat from Australia last year, it is to be noted.

#### IMPORTS MATERIALLY INCREASE

Japan's foreign trade situation in the early part of 1920, which has opened with a material gain of imports over exports, is creating widespread discussion throughout the Empire. During January and February of 1919 imports exceeded exports by 65,450,000 yen, but in the same two months in 1920 the excess of imports amounted to nearly double that figure. Assuming that the excess of imports will amount to only 60,000,000 yen a month, points out one observer, the total excess for the first half of the year will amount to 360,000,000 yen. Even if there would be an increase in exports in the second half-year, it is impossible, it is declared, to expect it will be large enough to offset the enormous excess of imports.

Japan's export trade will depend on exportation to America, especially of raw silk, in the future as in the past, in the opinion of a Tokyo trade authority. In other words, much depends upon the price of raw silk. In ordinary times Japan's foreign trade shows an unfavorable balance in the first half of the year and a favorable balance in the second half. There may be a favorable change in the situation in the future, but the fact that such a large excess of imports was shown during the first two months of the year is striking and noteworthy.

Speaking in the House of Representatives before the dissolution, Baron Takahashi, the finance minister, said that though this year's imports would exceed exports by about 150,000,000 yen, receipts from accounts other than exports would amount to about 350,000,000 yen, Japan thus adding about 200,000,000 yen to her specie. In spite of this statement of the finance minister, the excess of imports has already exceeded 120,000,000 during only two months.

#### BRISK INTERNAL BUSINESS

Japan's internal business was remarkably lively in 1919, the bankers' clearing houses showing the passage through their hands of 43,900,000,000 yen, or an increase of 12,300,000,000 yen, compared with the corresponding period of the previous year, according to the report of The Yokohama Specie Bank.

The Government issued 5 per cent exchequer bonds to the extent of 80,000,000 yen in July, and 50,000,000 yen in December, while they also successfully renewed 100,000,000 in September. Furthermore, the method recently adopted by the Bank of Japan of discounting foreign bills accepted by banks has been taken advantage of to a great extent by the Yokohama Specie Bank, and the funds so obtained were used to promote foreign trade. Towards the end of the year, the amount of notes in circulation reached 1,554,000,000 yen on one occasion, but, nevertheless, the half-year passed smoothly and without disturbance, owing to the strong cash position of the banks and to their cautious attitude in view of a possible future emergency.

#### YOKOHAMA EXPANDS

Extensive improvements are planned for Yokohama, which city has grown in a haphazard manner from a small village into large proportions. Observation of the successful expansion of cities in the United States is said to have inspired the formation of the Yokohama City Planning Bureau, whose first activities will be seen in the district of Yokohama devastated by fire in April, 1919. Further plans include extensive improvements in harbor and wharfage facilities, widening of streets, improvement of water works and tramways,

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and the establishment of the zone system, dividing the new city into industrial, residential and commercial zone. Greater Yokohama is to include all the villages from beyond Honmoku to, and including Kawasaki. The undertaking is expected to require a space of 10 years for complete perfection of plans.

### MANUFACTURING EXPANDS

Official returns give the total value of knitted goods produced through Japan during last year as 68,500,000 yen, an increase of 34 per cent, or 17,780,000 yen over the production of the previous year. The number of factories engaged in the manufacture of the goods was 2,232 with 24,638 operatives employed, an increase of 92 manufactories and 2,869 persons.

The largest percentage of the total production is in underwear, which was turned out to the extent of 4,380,000 dozen, valued at 28,920,000 yen. Compared with the previous year, there was a decrease of 32 per cent, of 1,960,000 dozen, in the output, but an increase of 5,000,000 yen in the total value.

Stockings were produced to the value of 9,250,000 yen, an increase of 3,110,000 yen over the previous year; gloves 9,050,000 yen, an increase of 3,500,000 yen over the previous year, and other manufactures to the extent of 21,350,000 yen, an increase of 5,770,000 yen. The largest percentage of the total value is represented by unfinished goods, the amount of finished goods taking only 20 or 30 per cent of the total figure.

The bulk of the knitted goods was cotton, only about 12 per cent of the total value, or 8,700,000 yen, being the combined value of manufactures of wool, wool and cotton, and silk.

The most important center is Osaka, which produced about 55 per cent or 38,150,000 yen worth of the country's production last year. Next to Osaka, Tokyo contributed about 8,940,002 yen worth, Wakayama and Aichi prefectures coming next in order, with 7,210,000 yen in value.

### EXPORTS OF COTTON YARNS

A total of 228,579½ bales of cotton yarn were exported to various foreign countries from Japan during 1919. The shipments consisted of 17,961 bales of fine yarns below 14 hand goods, 44,403 bales of No. 16 hand yarns, 84,444 bales of No. 20 hand yarns, 30,501 bales of No. 32 hand yarns, 46,848 bales of No. 42 hand yarns, and 4,922½ bales of No. 43 hand yarns and upwards.

The largest amount went to Tientsin, which imported 63,095 bales, followed by Shanghai with 37,116 bales. The remainder was exported to the following destinations:

Nine hundred ninety-one bales to Chefoo; 14,357 bales to Tsingtao; 1,117½ bales to Newchwang; 12,397 bales to Dairen; 19,435 bales to Hankow; 2,099 bales to Autunghien; 15,618 bales to other Chinese ports; 16,482 bales to Chosen; 34,666½ bales to Hongkong; 517 bales to Manila; 4,640½ bales to India; 6,047 bales to other countries.

### YOKOHAMA COMMERCE INCREASES

The revenue taken in by the Yokohama customs office for 1919 shows a great increase over that of previous years. During 1915, the total receipts at the Yokohama customs were ¥13,727,532, which increased to ¥16,319,056 in 1916, to ¥20,221,785 in 1917, and in 1918 to ¥22,407,471. The total receipts for the year 1919 were ¥38,544,153, or more than the previous two years combined.

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Continued delay in delivery of spindles from abroad impedes the expansion of the spinning industry so that efforts are being made to produce spindles in Japan, although the Japanese article is not expected

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to equal the imported in quality or price. An attempt on the part of two Japanese spinning companies to reduce the number of working hours, in accordance with the recent attitude toward labor, is being vigorously opposed by the Japan Spinning Association, as seriously impacting the output and development of the industry.

### NEW JAPANESE PLANS

With a view to meeting the changed post-war conditions, newly appointed officials have been authorized to furnish commercial information and to act as mediators between the Japanese manufacturers and foreign buyers. Further, in an effort to solve the food problem, a board of statisticians is to improve the gathering of information regarding agriculture produce. Investigations into the economic and financial conditions of rural districts, into fuel problems, and labor conditions are further projects to be covered by the recently prepared budget of the Ministry of Agriculture and Commerce.

### Trade-mark Questions and Answers

(Continued from page 59)

tered. Thus an unregistered trade-mark is, in most countries; viewed as something that anyone can adopt and use as he sees fit. The situation will be best understood by Americans if they will consider our patent law. Under that law, an inventor who fails to protect himself by securing a patent for his invention loses his right of monopoly, and in most foreign countries this principle is applied not only to patents, but is extended to trade-marks. This being the case, in the eyes of the law of those countries, the person who appropriates a trade-mark, not invented by him and not used by him in the first instance, has committed no greater offense than one who appropriates the ideas and inventions of another when he fails to take the necessary steps to secure legal safeguards.

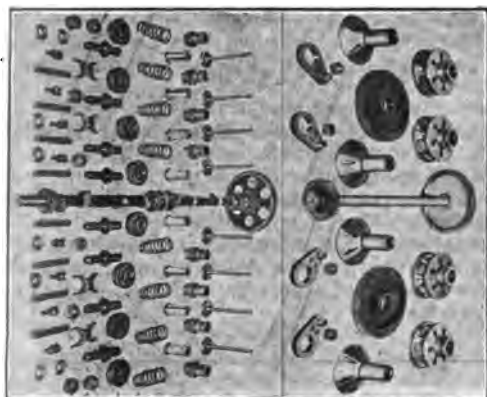
**G. L. Co.:** We would like to know just what protection is secured through the registration of a trade-mark in foreign countries; that is, after having obtained registration, what assurance is there that the owner of the trade-mark will have the exclusive use of it?

**Answer:** You have the same assurance of monopoly or exclusive use of a trade-mark registered in foreign countries as you have in the United States, and with the added safeguard that in most foreign countries in addition to civil remedies, such as actions for damages and suits for injunctions, there are penal statutes subjecting infringers to fines or imprisonments, and in most countries both. There are only a few foreign countries—Great Britain and a number of her possessions, for example—that provide only civil remedies for infringements.

**N. M. Co.:** Is it possible at the present time to obtain registration of our trade-mark in Arabia, Palestine and Syria? We, of course, have reference to that portion of Arabia formerly governed by Turkey.

**Answer:** Under the old order of things, whatever protection could be obtained in the territories you mention, was obtained through registration in Turkey. As to whether old registrations secured in the Turkish empire will in the future have any effect in the territories you mention, is an open question. The extent of protection to be secured by a trade-mark already registered in Turkey, or registered in the future, de-

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pends upon the future extent of the Turkish domain which as you know, has not yet been determined. Until this is definitely settled, the status of Turkish registration, either present or future, outside of the Anatolian territory, is a matter very much in doubt. It is possible for you to secure protection in the independent Arabian kingdom of Oman.

L. P. Co.: We are informed that protection can be secured for trade-marks in Siberia separate from any registration in Russia.

Answer: We do not doubt that you have been informed that you can secure registration of trade-marks in Siberia, but the fact of the matter is that you cannot. It should be pretty plain that there is at the present time hardly any government for any purpose in Siberia, to say nothing about a government, so well and definitely established that it has adopted laws, rules, and regulations in regard to the registration of trade-marks. It is unfortunate that statements of the character you refer to are made.

## Silver and the Trade Debt of the United States to China

(Continued from page 63)

our Government voluntarily relinquished the American share in the Boxer Indemnity, it is not too much to hope that far-reaching developments may follow within the next few years, and that our trade relations with the great Republic of the Orient may experience a powerful stimulus.

What is wanted, however is a more widespread interest in foreign affairs and foreign countries, and a generally more sympathetic attitude on the part of our capitalists, both individual and corporate, towards the world lying outside the confines of the United States as a possible field for financial enterprise.

Reverting to the original question, how our trade debt to China may be settled, we have seen that there are various means by which something like a normal exchange situation may be restored between the two countries. The most feasible as well as the most obvious remedy is, of course, to stimulate our own shipments of goods across the Pacific and at the same time to reduce our own purchases over there. Then we can ship gold and silver to our foreign creditors, but it must be remembered that we cannot in any event hope to liquidate our adverse balance in that matter, for the simple reason that we cannot spare enough of our gold to make a real impression, while of the white metal there is not enough to go round as it is, and the daily mounting premium on it is becoming an ever greater embarrassment to governments and mercantile interests.

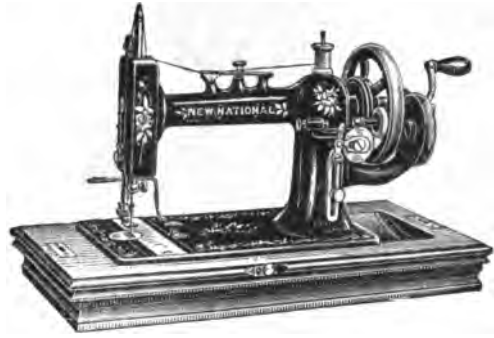
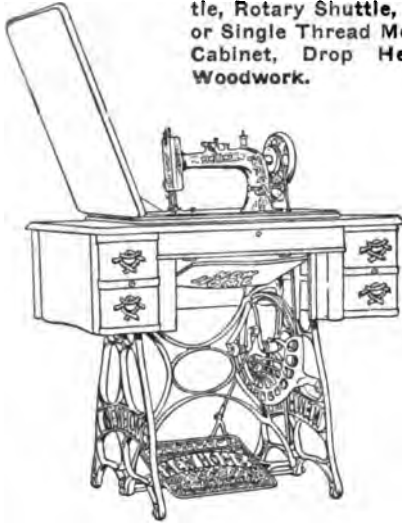
Finally, we have sought to demonstrate that the root solution of the problem is to be found in America's money power, and if this proposition be accepted by the men who have our national future in their keeping, then during the next few decades we may witness such a broad coordinated effort of American finance as should irresistibly force back the Chinese trade balance in favor of the United States.

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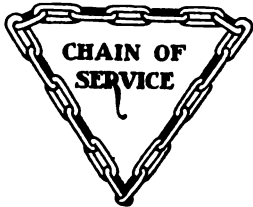
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of their financial and commercial ties with that part of the new world.

The present situation of inactivity in trade and overseas commerce brought about by the gradual retirement of capital, so rapidly secured in former years from Great Britain, Germany and France, has proved a serious matter to the republics to the south, whose ability for the development of natural resources is so vital an issue to their national prosperity. This condition is more especially felt in Central America, where the purchasing power is so largely dependent upon the extent of their exports.

John Clausen, vice-president of the Union National Bank, of Seattle, and an authority on Latin American trade, discusses the possibilities of trade in Central America, especially Guatemala, as follows:

Central America forms a separate unit and comprises the five republics lying between Mexico and Panama, viz., Guatemala, Salvador, Honduras, Nicaragua, and Costa Rica, with a combined area of 174,000 square miles and a population of about five and a half million inhabitants.

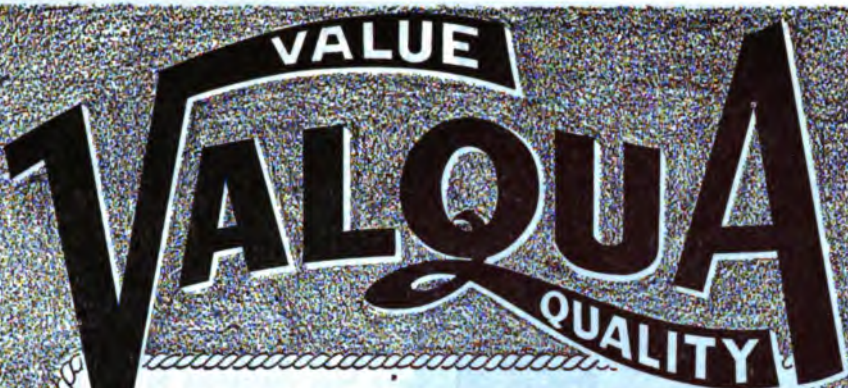
The Republic of Guatemala, situated east of Mexico, covers an area of about 50,000 square miles, with an estimated population of over 200,000,000 inhabitants, the largest of any Central American country. Of the total population 125,000 people reside in the capital, Guatemala City. The name "Guatemala" is probably of Aztec origin and is said to mean "Land of the Eagle." The bulk of its people are located in that half of the Republic bordering on the Pacific, with few settlements on the north or on the Atlantic side. Its mountain ranges, with very few exceptions, give the country an elevation of from 4,000 to 11,000 feet.

The Pacific Slope is very fertile and produces large crops of coffee, corn and sugar; while on the Atlantic side there is found but limited agricultural wealth except from the cultivation of bananas in the lowlands and near the coast. The production of coffee, however, is the principal money crop of the country, and upon its marketing depends much of the prosperity of that country.

Guatemala is one of the most beautiful republics in Central America, with riches incalculable. Close observers, travelers and investors, have been so impressed with its great potential richness as to prompt the unique saying that "If you tickle the ground with a hoe, it smiles back with a yam."

Guatemala has a good system of primary education, supported by the Government, with some 200 public schools and a university for the study of liberal professions. It is of interest here to make mention that English is compulsory, and proficiency in that language is recognized as a prerequisite to the degree of bachelor of arts.

According to the report of the minister of finance of the Government of Guatemala, made under date of April 9, 1917, the public debt is made up as follows: Bonds of the English debt, \$11,785,315 (United States gold value). Bonds of the internal debt, \$11,728,419



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(Guatemalan paper money). Bonds of the northern railway, \$5,298,659 (Guatemalan paper money).

Their external obligation consists of what is called the English debt of four per cent which, however, was not contracted by the present administration, but dates back to the time when all Central America was one federation of republics, or in other words, to the independence of Guatemala, which was established in the year 1821.

Upon breaking up the federation three-fourths of this obligation fell on Guatemala, while the remainder, but one-fourth, was allotted to the other four republics. Subsequent administrations increased the debt by additional loans and delinquent interest until it reached the aforementioned figure. No new foreign loans have been contracted by the present Government.

Under government decree of August 27, 1895, the Republic of Guatemala effected a material settlement with its English creditors by resuming the payment of interest, and it may be pertinent to here give the particulars of that debt and other obligations which the Government has assumed.

Unlike many other Latin American republics, the municipalities of Guatemala have no bonded indebtedness and their temporary advances from local banks are automatically repaid from taxation.

The services of the English debt require \$300,000 United States gold, annually for interest, which is conveniently cared for, as the Republic in normal times has a favorable trade balance of approximately \$3,000,000 United States gold, with an internal revenue of over \$1,000,000, United States gold.

The external loan, in spite of the expenditure of large sums on public works and charitable institutions of the country, has received its interest in advance, and this feature is being very favorably viewed by the British bond holders.

With the promulgation of a decree, the Government entered into an agreement with the banks to provide for mutual obligations, giving the country a medium of circulation in paper money, guaranteed by the banks and, in a measure, by the Government alike.

This currency has for many years been on a depreciated basis—inconvertible on account of no specie upholding its value—and it is estimated that the total amount outstanding at the present time is approximately 120,000,000 pesos, the further issue of which, however, is being discouraged, and this may tend to henceforth maintain a rating without too wide a range of valuation.

While the external transactions of Guatemala are liquidated in gold and the duties in part imposed on that basis, the actual currency of the country, as stated, consists of bank notes, theoretically payable in silver but not so redeemed, issued by the following six banks: Banco Internacional de Guatemala, Banco Colombiano, Banco de Guatemala, Banco Agrícola Hipotecario, Banco Americano de Guatemala, Banco de Occidente.

What chance there may be to convert the paper money now in circulation into specie bills depends wholly upon the desire of the Government to effect a suitable currency reform.

Among the measures taken to meet these economic difficulties, to stabilize the medium of circulation and facilitate business operations, stands the Decree of September, 1915, which authorizes the coinage and circulation of \$2,000,000 G/M in copper coins of 25 and 12½ centavos. The circulation took effect on April 10, 1916, and to prevent these coins from being shipped out of the country—as has been the case with former metallic coinage—the government prohibited the export of copper, aluminum, zinc and other alloys.

The fiscal requirements and the economic developments of the Republic confirm the belief that if a gold standard be adopted, Guatemala's interests would be well served, but for one reason or another the neces-



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sity of changing the monetary system has not heretofore made itself vitally felt with the Government and inconvertible paper money may even enlist energetic supporters, especially among coffee growers and producers in general, who find it profitable to pay their laborers in paper money and in turn receive gold for their products.

In the face of these arguments, however, we must not lose sight of the fact that many disadvantages which result from a depreciated paper circulation necessarily affect Guatemala in its foreign commerce as in domestic transactions, by making dearer all articles of consumption, and in consequence encourages the purchase of poorer grades of food and necessities of life. This likewise applies to the importation of machinery necessary in agricultural and other industries, and in no small measure to the increased burden devolving upon the Government for purchases and services in foreign countries, which are necessarily defrayed in gold.

A very cordial feeling has developed in Guatemala toward the United States, and while a good portion of its trade is already carried on with this country, a much larger percentage of business could be encouraged as a result of the present favorable opportunities. To make our appeal forceful, however, it becomes necessary to invest more capital in the Republic; to extend liberal credits where needed, and to improve existing transportation facilities. It is essential for the maintenance of the foreign purchasing power of Guatemala to lend every assistance towards developing the natural resources of that Republic and in the marketing of its products abroad.

## OPEN BOLIVIAN RAILROAD

The first section of the La Paz Yungas Railroad has been opened and is now giving a weekly service over 26 kilometers of line. The passing of the first train over the new road was the occasion for a holiday in which many of the Government officials took part.

The La Paz-Yungas line will furnish communications with the most fertile region of the Republic. The Yungas Valley, has long been famous for its tropical fruits, and most of these used in the capital have come from this region. In spite of the difficult journey on muleback required to reach it the Yungas Valley has long been the favorite watering place for the residents of the cold plateau in which La Paz is situated, and it is expected that when the railroad is finished tourist traffic will be considerable.

Work on the road has been going on for a number of years, but the construction difficulties have been almost insurmountable. Of these the most important was probably the getting out of the La Paz, over a high pass, and down again into the valley beyond. Now that this initial difficulty has been overcome it is expected that progress will be rapid, especially as it is now possible to secure the construction materials without having to endure the long delays that occurred during the war.

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# NEW ZEALAND

## LEADING EXPORTS INCREASE



EXPORTS of all the principal items of New Zealand produce showed a material gain in the 1919 calendar year as compared with the previous year, and there is every indication that 1920 will register increases in all lines over 1919. The increase was particularly striking in wool, the 1919 exports amounting to 274,246,613 pounds, valued at £19,559,537, as against 108,724,575 pounds, valued at £7,527,266 in 1918. Tallow shipped in 1919 amounted to 46,874 tons, valued at £2,680,006, as against 16,421 tons, valued at £847,618, in 1918. Exports of hides in 1919 totaled 321,889, valued at £892,080, as against 208,960, valued at £490,150, in 1918.

Comparative statistics, showing the export of other items of New Zealand produce in 1919 and 1918 are as follows: Frozen mutton (whole carcasses)—1919, 1,823,747 cwt., valued at £4,341,193; 1918, 815,052 cwt., valued at £1,922,941. Frozen beef—1919, 776,708 cwt., valued at £1,770,766; 1918, 730,788 cwt., valued at £1,661,187. Frozen lamb (whole carcasses)—1919, 1,049,320 cwt., valued at £3,063,769; 1918, 418,731 cwt., valued at £1,220,832. Frozen mutton and lamb joints—1919, 16,421 cwt., valued at £43,567; 1918, 12,425 cwt., valued at £32,907. Butter—1912, 345,818 cwt., valued at £3,080,128; 1918, 431,023 cwt., valued at £3,402,223. Cheese—1919, 1,572,311 cwt., valued at £7,790,990; 1918, 883,430 cwt., valued at £4,087,278.

## TRADE WITH UNITED STATES

Increase in the exports to the United States in the eight months ending February, 1920, as compared with the eight months ending February, 1918, is considerably more than the increase in imports from the United States during the same comparative periods. In the eight months ending February, 1920, New Zealand's imports from the United States had an aggregate value of \$20,097,753, compared with \$11,756,769 for the eight months ending February, 1918.

New Zealand's exports to the United States in the eight months ending February, 1920, had a total value of \$11,306,117, compared with \$4,283,980 for the same period in 1918. Exports in the period ending February, 1920, were far below the exports to the United States in the eight months' period ending February, 1919, which had an aggregate value of \$16,036,026.

## ESTIMATED 1919-20 YIELDS

The Department of Agriculture announces the following estimated average yields per acre of wheat and oats for the season 1919-20 as follows:

District.	Wheat Bu. per acre.	Oats Bu. per acre.
North Island .....	30.31	35.25
Nelson .....	19.97	25.00
Marlborough .....	28.47	43.89
Canterbury .....	29.16	38.45
Otago .....	28.89	38.49
Southland .....	31.76	38.60

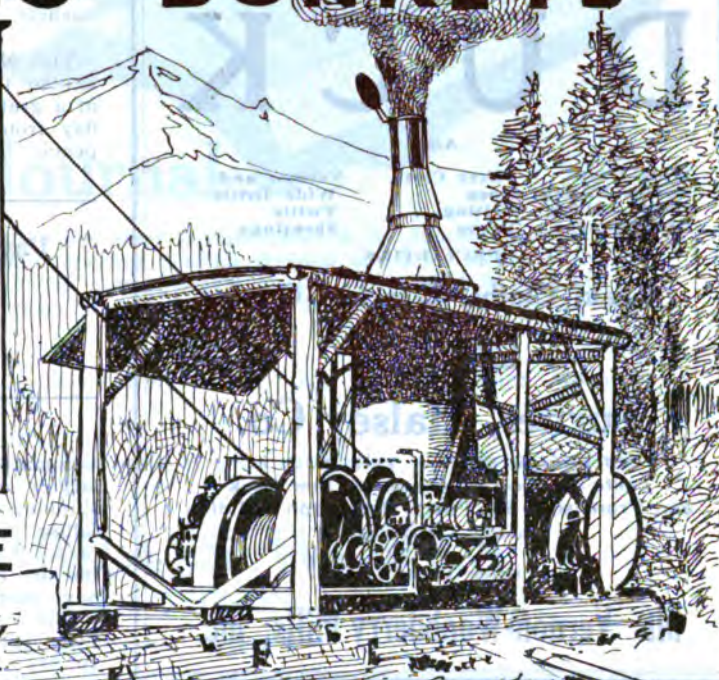
Estimated average yields for the Dominion for the 1919-20 season are 29.19 bushels of wheat per acre and 38.35 bushels of oats per acre as compared with 31.57 bushels of wheat per acre and 29.37 bushels of oats per acre in the 1918-19 season. Calculations made from the above estimates place the total yield of wheat

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for the Dominion at about 4,100,000 bushels, as against an actual yield of 6,567,629 bushels for the 1918-19 season.

The percentage of oats threshed in 1918-19 was 35.44 of the total area under that crop. Assuming that a similar proportion is threshed this year, the total yield of grain should be 5,575,000 bushels. The oats threshed in the previous season yielded 6,581,609 bushels.

The New Zealand House of Representatives has agreed to the Government proposal for the payment of a gratuity to the New Zealand forces of 1s. 6d. per day from the date of embarkation to the signing of peace.

**Pago Pago—America's Port in the**  
**South Sea Islands**

(Continued from page 68)

to the United States during the last two or three years is a matter of very great importance. This diversion is largely due to shipping difficulties; but while these shipping difficulties may be temporary, it does not at all follow that America's interest in this trade is temporary. There has been a considerable development of the use of copra in the United States, and new firms have entered the business on a considerable scale.

The value of exports of copra to the United States from 1914 to 1919, inclusive, was as follows: 1914, \$97,829; 1915, \$580,428; 1916, \$673,448; 1917, \$1,158,385; 1918, \$1,132,953; 1919, \$2,027,253.

The cost of transporting the copra from outside districts to Apia is from \$2.50 to \$4.25 per 1,000 pounds. The average price paid for copra in 1913 was 2½ cents per pound. In 1918 it rose to 4½ cents, and by November, 1919, it had risen in some instances to 7 cents on account of the great demand due to the high prices paid for the production in San Francisco.

**Tonga Islands**

The Tonga or Friendly Islands consist of three groups known, respectively, as the Tongatabu Haapai, and Vavau, together with the three outlying islands—Nuafoou, Nuaatobutabu, and Tafahi—which lie a considerable distance to the north of the main groups. The Tonga Islands are a protectorate under the British government; the administration of the islands is in Tongan hands, but the natives have at their disposal the advice of the British agent and consul and a few European ministers. The natives have, however, a majority in the privy council and cabinet. The total area of the islands is 385 square miles, and the total population of the about 25,000, of whom 400 to 500 are white. Such towns as there are, even the main ports of entry, are exceedingly small. The trading stations in them, with the exception of those of the Deutsche Handels and Plantagen Gesellschaft, are also very small. Nevertheless, these trading stations keep a very extensive range of goods. The number of Europeans in the islands compared with the number of natives is very small, and consequently the native trade is much more important. The trade is not large in the total, but being limited to few lines it is not unimportant in some classes of goods.

Before the war the traders in Tonga used to buy considerably from the D. H. P. G., which was importing direct from Germany and other countries. If the firm returns to Tonga after the war it will probably not buy any more than it can possibly help in the United Kingdom, and if it does not return an alternative chan-





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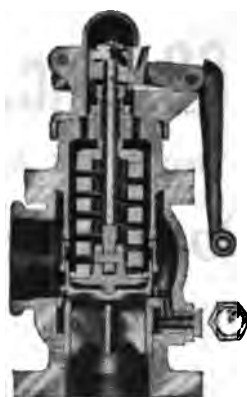
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nel of trade to Tonga will have been found. The trade of Tonga is unquestionably small, but it can easily be fitted in with trade in the other Islands of the Pacific. In many classes of goods the same qualities and designs sell through all of the Islands. Taking the trade in the aggregate it should be worth securing.

#### **Copra is Tonga's Chief Product**

At present the Islands are absolutely dependent on copra, and their prosperity at any particular time depends on the absence of hurricanes, which severely affect the cocoanut palms. Unless some alternative product can be found which is not so seriously affected by hurricanes, or which will form a means of sustenance of the Islands during the periods of recovery of the palms from the effects of hurricanes, the trade of the Islands will always be liable to undergo important fluctuations. The existing system of land tenure makes the development of the Islands and, incidentally, of their trade, dependent on the disposition of the Tongans themselves to make the best use of the lands of the groups. At present no such disposition appears to exist. The natives are satisfied with their present condition, and they are not at all disposed to work either for other people or to any great extent for themselves. In normal times food is easy to procure, and any additional comforts which may be required (and they are few) can always be obtained by cutting a little copra. Very little thought is given to the possibility of depression, which is always present, and if depression comes food and comforts have to be reduced often to the point of starvation. The motto of the island is "Tonga for the Tongans," and there is consequently little disposition to favor development from outside interests. So far as the general development of the Islands, and consequently the expansion of their trade, is concerned, there is little evidence that progress is likely. The Tonga Islands could well be included with the Fiji and Samoan Islands in a trade campaign, and there is no doubt that, taken together, the trade of these Islands would warrant a closer touch being established by means of agents and travelers.

#### **Shipping on the Pacific**

(Continued from page 81)

Taking a jump from American to Japanese affairs, I notice that the press of America and Great Britain has given much attention in recent months to Madame Yone Suzuki, owner of Suzuki & Co., an the richest woman in the Orient, if not in the world. Her husband died 20 years ago, leaving her a sugar refinery which she sold for \$3,250,000. She then entered the manufacturing and shipping business, and is now rated at more than a quarter of a billion dollars. In the last four or five years she has added \$200,000,000 to her wealth.

The Suzuki fleet comprises 60 steamships and additional carriers are under construction that in a few years will bring the number up to 100. Madame Suzuki owns three shipyards, controls the steel industry of Japan and the crude camphor of the world and in addition owns a long list of factories, distilleries, flour mills, metal works, rubber plantations, life insurance companies, fire insurance companies, marine insurance companies, land companies, a great brewery and many other big interests. Her offices and branches girdle the globe, the headquarters offices in Kobe alone employing more than 1,000 persons.

The reviews of her phenomenal rise to the ranks of the great industrial leaders and trade builders of the world, force us to revise some of our opinions of the Far East. We have been taught that in Japan there was little or no opportunity for a woman to carve out

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## Legal Aids to Navigation of Foreign Trade Channels

(Continued from page 85)

two characters, public or private. If public it is always subject to seizure and condemnation by the belligerent, against whose interests it is being transported. If private, its character as an aid to the enemy must be settled before its legal status in the war can be fixed. Some of the nations have contended for exemption of private property on the high seas from the laws of war, but this principle has never been adopted, and all private property on the high seas is still subject to seizure, condemnation or destruction, according to the necessities of the belligerents.

### Legal Status of Individuals

The foregoing subjects are of general interest to the importer and exporter, and his knowledge thereof is sufficient when he knows that he must apply for legal advice when questions arise in the course of his business involving the rights, privileges and disabilities growing out of his contract, or that of his business with the subjects indicated.

As a citizen he is always entitled to the protection of the flag of his country when his rights are invaded contrary to the terms of a treaty, or are arbitrarily trod upon contrary to the terms of International Law. A citizen of the United States can, as an importer and exporter, invoke all the rights accorded to any other citizen by reason of his citizenship.

On the other hand, as an alien in any foreign country, he is subject to the laws of such country and cannot appeal to the laws of such country and cannot appeal to the laws of the United States for special protection not accorded to any other persons living in such foreign country. He must not offend the laws of the foreign country, and then claim absolution under the laws of the United States with any reasonable expectation that either country will justify him in such a position. A citizen of the United States as a sojourner in Russia, for instance, is entitled to the protection accorded by International Law and the privileges secured by treaty stipulations, but cannot as an American citizen claim immunity from the operation of the laws of Russia, so long as they are general, applicable to all persons and emanate from the supreme power of the nation.

While it is axiomatically true that the flag follows a citizen to a certain point and the constitution follows the flag, it must be remembered that with reference to civilized countries and organized governments, there is a limitation of this doctrine essential to the good order and welfare of all governments, and that by reason of this limitation, the citizen of the United States must have his grievances redressed and his rights protected in the courts of a foreign civilized country in the same manner as the citizen of such country.

Sojourners are persons who have expatriated themselves for the time being, but have not become citizens of the foreign country in which they are dwelling or doing business. Their rights as sojourners are generally protected by treaty stipulations and they enjoy in the main all of the rights and privileges that citizens of the country where they live exercise, except

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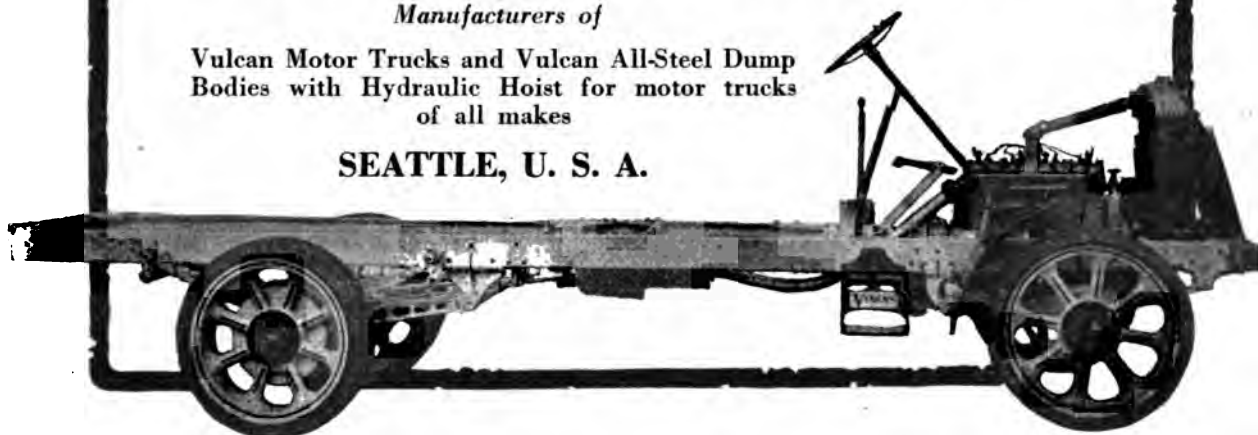
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A ship is the part of the territory of the country whose flag she flies. Therefore, the nationals of that country may seek asylum on board the ship so long as they have not offended the police regulations and laws of the country in whose harbor the ship happens to be. The high seas belong to all the world and no country has jurisdiction over them to the exclusion of any other country. But the ships of every country carry the sovereignty of their own country with them under the flag of that country.

Matters concerning the ship and the people thereon may, in the absence of treaty stipulations to the contrary, be determined in the admiralty courts of any country into whose port the ship may happen to sail. Under many treaties, matters of dispute between the crew of the ship, with reference to breaches of discipline committed thereon, may be determined by the consul of the country whose flag the ship flies.

In the United States, it is the law that if, for instance, a murder is committed on the high seas on board an American vessel, the murderer may be dealt with by the Federal District Court of any district in which he is first found. Thus, apparently, a sailor who has murdered another on board an American vessel sailing the Pacific Ocean, may be first found in the Federal District of Kansas and there be tried.

#### Definition of Three-mile Limit

The three-mile limit simply means that the high seas for a distance of three miles from shore constitute a part of the sovereignty of the bordering land. Thus, any crime committed on board ship within the three-mile distance, say from the shores of New Jersey, is committed within the territory of New Jersey, and cognizable by the courts of New Jersey as any other local offense. So far as the United States is concerned, the three-mile limit subjects all vessels to the police powers, laws and regulations of the particular state of the United States bordering that three-mile limit, rather than to those of the United States as a nation.

After all, the importer and exporter is, as a rule, subject to, and likely to invoke, the jurisdiction of the district court of the United States in admiralty, for the settlement of the controversies in which he may become entangled. In all foreign countries, in nine cases out of ten, he will also be within the admiralty and maritime jurisdiction of the courts invested with such jurisdiction by the laws of such foreign country. Where he is only involved in a matter of dispute over some commercial transaction, he will find himself in the ordinary courts of the country, or in the state courts of the United States endeavoring to have such dispute adjudicated. But assuming that his venture has been well embarked, or debarked after misadventure on the high seas, as the case may be, his customary contact with the law will be in the courts of admiralty as heretofore outlined in these articles.

#### Move to New York

The general offices of the Chicago Pneumatic Tool Company have been transferred from Chicago to the Chicago Pneumatic Building, a 10-story structure erected for the exclusive use of the company at 6 East 44th Street, New York. The arrangements, carefully made in advance, made possible the jump of this large organization across half the continent without interference to the normal routine of business except for a brief period.

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# PHILIPPINES

## REVISE TRANSSHIPPING RULES



NEW rules and regulations defining the duties and obligations of owners or agents of vessels importing merchandise into the Philippines destined for transshipment to another port of entry with respect to the manner in which the transit cargo should be handled have been drafted by the Collector of Customs and are now in effect. The provisions of the new regulations are in part as follows: The owner or agent of a vessel importing merchandise into the Philippine Islands is under obligation to forward to its destination, consigned to the care of the collector of customs thereat, all transit cargo which may be discharged at a Philippine port of entry and intended for transshipment to another port of the Philippine Islands whenever the same is manifested as such transit cargo or, if not manifested, is intended to be delivered at the said port as may be evidenced by the bill of lading and its transportation thereto is agreed upon between the ship's owner or agent and the importer; and shall attend to the discharge and delivery thereof at the port of destination, in accordance with the provisions of section 1254 of the administrative code.

At ports where the custom house does not operate an arrastre plant, the owner or agent of the importing vessel is charged with the duty of furnishing men for the purpose of receiving such transit cargo, or cargo transported in bond without appraisement at the first port of arrival, as he may receive, and of transporting the same, under customs supervision, to the customs premises where imported goods are usually stored. Where arrastre plant is operated, the handling of all merchandise after its discharge from the vessel onto wharf or pier shall be done by the Government at the usual rates.

If the vessel's owner or agent, or the importer, fails to furnish laborers or to attend to the transfer of trans-cargo, or cargo transported in bond without appraisement, after its discharge from the vessel, to the customs warehouse, when required to do so under the provisions of the preceding paragraph, the collector of customs may employ such men and vehicles as may be necessary to handle the work, charging all expenses against the merchandise as provided in section 1318 of the administrative code.

Bulk cargo and perishable goods may be taken delivery of by the importer at ship's side upon compliance with customs regulations, in which case the said importer shall attend to such discharge and take possession of the goods with the necessity of passing the same through the customs warehouse.

The consigning of merchandise transported in bond to the care of collectors of customs as above stated, shall not be construed as imposing upon the said collectors the usual obligations of commercial consignees, nor as authorizing them to act as agents or consignees of the provisions of section 1410 of the administrative code.

## RICE SITUATION UNCERTAIN

Rice is growing scarce in the southern islands and milling is retarded in the producing provinces because the millers. It is said, are holding back to ascertain what further action toward control of the market the Government will take and whether or not the embargo will be lifted.

Palay is selling for ₱9 a cavan in Cebu and is hard to obtain at even that price. It is predicted that if the

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embargo is lifted rice will increase in price to ₡24 a cavan; this is reported to be the figure at which Saigon rice could be imported and Saigon rice governs the local market price when it is imported. It is not imported at this time because of the maximum price fixed by the Government. At prevailing rates of exchange, dealers say that it could not be handled below ₡24 a cavan.

The government proposes to abolish the maximum price and establish a minimum scale for rice, palay and corn. Growers and dealers agree that this will encourage production and start movement of the crop of 1919, but they say also if the maximum price is below ₡24, no hope of supplementing the home supply with imported rice can be entertained.

## Why Goods in International Commerce Should Show Their Colors

(Continued from page 89)

To subordinate or render as inconspicuous as possible merchandise marks indicative of country of origin is, in the export trade, the more serious mistake in that it ignores the instinct of the average individual to esteem highly that which has come to him from a distant point. Admittedly the imported product may be no better than that produced in his own neighborhood, but the very circumstance that the imported article has been brought from afar is sufficient to impute to it unusual qualifications or exceptional merit—else why, indeed, should it have been conveyed such a distance.

There are numerous persons in every land and clime who, even though their sober common sense tells them otherwise, instinctively impute superior virtue to the "imported" article without too much regard to just where it came from so long as it is imported.

To exemplify this by a concrete instance, it may be declared that there are thousands of persons in North America who, submissive to this underlying love of the "imported," would be just as favorably inclined to safety matches boldly proclaimed as "Made in Japan" as they are to safety matches "Made in Sweden," even though they realized, all the while, that Sweden is the most famous seat of the match industry.

There is another reason why it is poor policy to disguise or conceal "country of origin" and this is that silence or secrecy on this point is apt to deprive a producer or exporter of the trade of his nomadic countrymen who might, from patriotic motives, buy his product when they encountered it in foreign lands, if only it were readily recognizable. In this twentieth century the world has shrunk in size from the travel standpoint. People of all nationalities have become globe-trotters. And the trade of the tourists who have confidence in products "from home" is worth courting by emblazoned evidence of national allegiance."

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The San Francisco office of Rutger Bleecker and Company, import and export brokers, has moved to 200 California Street, at the corner of Front and California Streets in the very center of the many import and export concerns of that city.

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## British Plan Touring Exhibitions

**E**LABORATE plans are being made by the British Overseas Trade Department for advertising British manufacturers abroad by means of "movable shops" and touring exhibitions abroad. Three or four of these exhibitions are contemplated—one for Australia, New Zealand, Canada and South Africa; another for India and the Far East; a third for South America, and possibly a fourth for the United States—the latter to show high-class luxury articles made in Great Britain. It is proposed to keep the touring exhibitions open about six weeks in each locality, and officials of the British Overseas Trade Department will be in charge of packing and transport arrangements.

The British Department of Overseas Trade has issued a pamphlet outlining the scope of the proposed trade tours which are being organized by the department.

It is pointed out that it is short-sighted policy to concentrate on markets which may prove to be only temporary, and that manufacturers and merchants may do well by paying more attention to such markets as those of the British Dominions, which have in the past been extensive buyers.

The tour is designed to be a cheap and comprehensive vehicle for the display of home products. Samples will be packed and carried in specially designed show cases, and exhibitions erected in the great cities of the Empire. The scheme will be self-supporting, the exhibitor having to pay for the cost of freight, fares, rents, salaries of the necessary staff, and show cases. Estimating on a basis of 500 exhibitors, the tour can be run under present conditions at a cost of about 200 guineas per firm or unit. Half a unit would cost 120 guineas. Firms may apply for a half unit, or for one or more units, and the cost of the necessary show cases will vary with the type of show cases chosen. The cost of a full unit show case, 10-foot frontage, will not be more than £63, and these show cases will remain the property of the exhibitor, and the cost of them is not included in the sum of 200 guineas above mentioned. Should there be any surplus, the tour might be extended or the balance refunded to the exhibiting firms. It is hoped that the tour will leave England early in June and visit the following cities: Durban, Johannesburg, Cape Town, Perth, Adelaide, Melbourne, Hobart, Brisbane, Sydney, Christchurch, Auckland, Vancouver, Winnipeg, Toronto, Montreal and Halifax.

As at present planned, the South American tour will commence in the late summer or early autumn of this year, lasting until the autumn of 1921. The proposed itinerary is as follows: Rio de Janeiro (Brazil), Buenos Aires (Argentina), Valparaiso (Chile) or Santiago (Chile), Callao (Peru) or Lima (Peru).

The Far Eastern tour, as provisionally arranged, will start towards the end of this year. Its scope is as follows: India, Bombay, Calcutta; Federated Malay States, Singapore; Siam, Bangkok; Dutch East Indies, Batavia; China, Shanghai, Hankow; Tientsin, Canton; Japan, Osaka, Tokyo. The approximate length of the tour will be two years and the cost per unit, on a basis of 250 firms, would be about £250.

It is proposed to begin the United States tour in October next, and the final exhibition is timed to conclude on September 9, 1921. The question of costs is complicated by the exchange question. The provisional itinerary is: Boston, New York, Philadelphia, Atlanta, St. Louis, Chicago, San Francisco.

## Publish New Shippers' Guide

The 1920 "American Postal, Freight and Express Shippers' Guide," published by the American Railway Publishing Company, with headquarters at Seattle, is off the press and being distributed. The book is edited

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## GULF PORTS MAGAZINE

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The new guide comprises 511 pages and is described as the most comprehensive book of its kind, covering the territory it does, ever published.

## American Motor Vehicles Dominate Markets of Pacific Ocean

(Continued from page 78)

and those least expensive to run are most favored, and it is not considered desirable to increase the seating capacity at sacrifice of lightness and economy in tires and in petrol consumption.

The New Zealand roads, when they are in process of repair, are covered with crushed stone or loose "metal," which it is expected the traffic will pulverize. This material until ultimately ground down is very severe on motor car tires, and, of course, the heavier the car the greater the amount of damage. It is seldom possible to go any distance over New Zealand roads without encountering a certain amount of this loose metal, so that, as a rule, the lighter the cars the more reliable they are in reaching their destination without delay due to tire trouble. The lightness of some of the American models in this country is their leading good point in local estimation; for even if the machinery does not wear so well as with the heavier built English cars, the tire expense is not so great; moreover, certain patches of exceptionally bad road are easier to get over. It is not unusual on some of the country roads in bad weather for the passengers in the car to be obliged to get out and push their car through a particularly difficult place; but if the car is heavy to be moved in this manner it is necessary to look for horses to pull it out.

Wheel rims in metric sizes corresponding to the English and Continental tires are necessary. American tires do not enjoy a very good reputation in New Zealand because many shipments have arrived in a bad condition. Tires are admitted free of duty.

### Cars in Bee Industry

In the bee-farming industry the motor car is used successfully. Because of its large acreage of clover, New Zealand is an important honey-producing country and many men engaged in this industry declare that their work could not be carried on efficiently without a motor car because of the necessity for constantly visiting the different apiaries. Commercial motors are not extensively used for general delivery purposes and the opportunity for the introduction of commercial vehicles is good.

Taxicabs are operated in the leading cities, with the old horse cabs being rapidly relegated to the background.

Establishment of direct agencies in the leading cities in New Zealand, instead of selling through local agents who derive exceptional profits to the detriment of future sales, is advisable.

The motoring public of New Zealand does not concern itself much with technical questions as to the diameter and length of stroke of cylinder, etc., but in the main it judges cars by their general appearance, light and easy running, reliability, economy in tires, gasoline and price.

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This edition consists of printing opposite every vocabulary code-word in the Code a five-letter word, leaving unchanged the vocabulary code-words and code-numbers and all other matter which the present edition has.

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For American cars to succeed it is absolutely essential that their representatives be kept well supplied with all needed parts. One car, which is now succeeding very well, owes much of its rapidly-increasing hold on this market to the fact that local agencies are well stocked with parts. In fact, it would be possible to assemble this machine completely with the parts kept in stock. Moreover, there is a cable-code word for each part, so that if a scarcity develops it is cheap to cable at once for a renewal of supplies. American cars have a very important advantage here over English and Continental cars in the standardization and easy accessibility of their parts, and repair bills on American cars are very much less for this reason. Almost any part of a car can be reproduced, if necessary, in either New Zealand or Australia at local workshops, but the expense is far greater than if a standard part is in stock ready to be used as a replacement. American cars are very much less liable to suffer from broken springs than their English and Continental rivals.

There are many large industries in New Zealand in which the motor truck is used.

Motor trucks are used chiefly in the cities, but are also used to some extent in outlying districts. They are not used to any great extent for interior transportation on account of bad roads, but for carrying milk products for short radius they are used quite extensively. In the Hawkes Bay district in the North Island and the Canterbury district in the South Island, motor trucks are used on large estates in the agricultural and pastoral districts. Light American trucks are the most popular.

## What Australia Hopes to Accomplish With Higher Tariff Now in Effect

(Continued from page 86)

strong, and their sponsors were somewhat anxious as to the measure of assistance and protection to be expected from the Federal government.

The momentous question of the tariff has not been brought before the Legislature, but some very significant statements have been made publicly by the Prime Minister, Mr. W. M. Hughes, which are of considerable interest.

### No Bullet-proof Protection

Mr. W. M. Hughes, addressing a gathering of business men in Sydney who are strong advocates of protection, warned them that it was not the intention of the Government to introduce legislation which would make it possible for the manufacturer to sit snugly under the shelter of a tariff wall, secure and happy in the belief that there was nothing more for him to do.

The Prime Minister indicated that it was the intention of the Government to encourage Australian industry by extending a measure of tariff protection, but he told the business men before whom he spoke that they were in a position today a hundred times better than they were six years ago to hold their own in the markets of the world.

Their fate was in their own hands, for never was there a country better fitted than Australia for competing in the world's markets. No country could produce coal or pig iron more cheaply, and as for wool, leather, and such things, Australia was in a preeminent position.

All this is of very considerable interest to American exporters of manufactured goods to Australia, in view of the possibility of Australian manufacturers making

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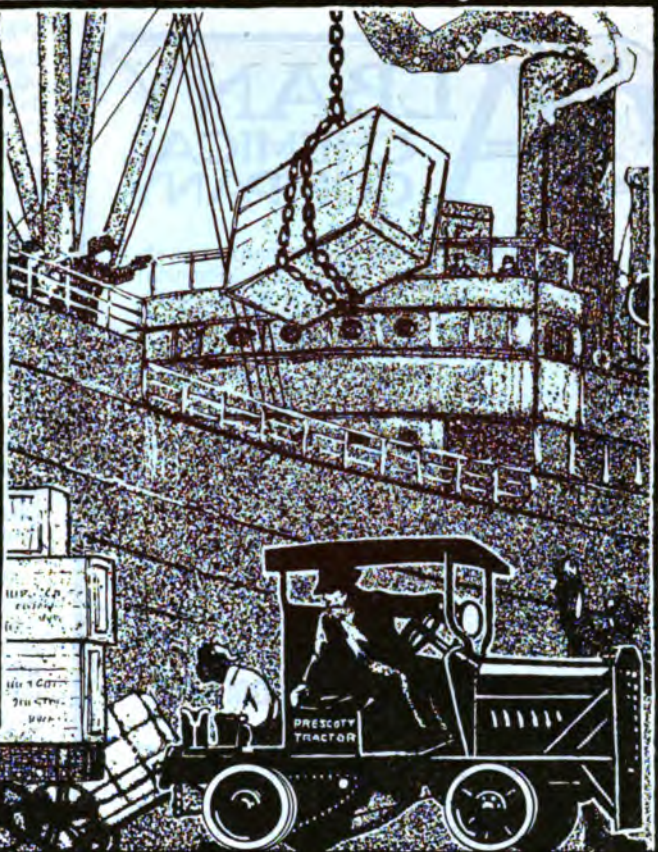
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a bid for a share of the trade in the world's markets. Business men in Australia have seen what has happened in 50 years or less in the United States, Germany and Japan as the result of protecting home industries, and they are keenly anxious that similar results should be attained in their Commonwealth. There is an important factor, however, which has to be taken in special consideration—the plentiful lack of population in Australia. Five million people scattered over a great continent is not in itself a great incentive to intense industrial activity. And although there is not only ample room but urgent need for hundreds of thousands of new settlers, especially of the Anglo-Saxon race, there is very strong opposition among a certain section of the labor party to any organized scheme for bringing men and women even from Britain to settle in the country.

The situation is summed up as follows: Australia has immense coal and iron deposits, immense resources in the shape of timber, wheat, wool and hides; her skilled mechanics and tradesmen can hold their own against the world's best—but the mere incidence of protection will not increase production as it could and should be increased.

What is wanted is population—and the other day an Australian bishop now in England made a speech in which he said that 10,000,000 British men and women of the best types were wanted in Australia. Already there are a number of immigrants on their way to this Commonwealth from England, but it is understood that a much more comprehensive scheme is in course of preparation, having as its object the settlement in Australia of a vast number of men and women from Great Britain. Every one of these immigrants would be at once a producer and a consumer, and the arrival of every thousand of such men and women in this great country means a corresponding increase in the goods consumed and the goods produced.

The development of this movement will be watched with great interest in the United States—not so much because the interests of a few American commercial men may benefit and the interests of a few more may suffer, but because it is to the interests of the United States that a great Anglo-Saxon community should grow up in a corner of the Pacific diagonally opposite the Pacific Coast of the United States.

Assuming that what Mr. Hughes has said is true—that Australia is in a more advantageous position to-day than ever before for pushing ahead with her manufacturing industries, and is better fitted than any country for competing for trade on the world's markets—such a situation should be welcomed by the American people. The increased prosperity of Australia will mean increased trade and commerce between the Commonwealth and other countries; increased selling on the part of Australia will mean increased buying, and thus international business develops and people prosper. But though tariff protection may do much towards assisting Australia to take a more prominent position than she has yet occupied as a competitor in the world's markets for manufactured goods, it is population that is most wanted.

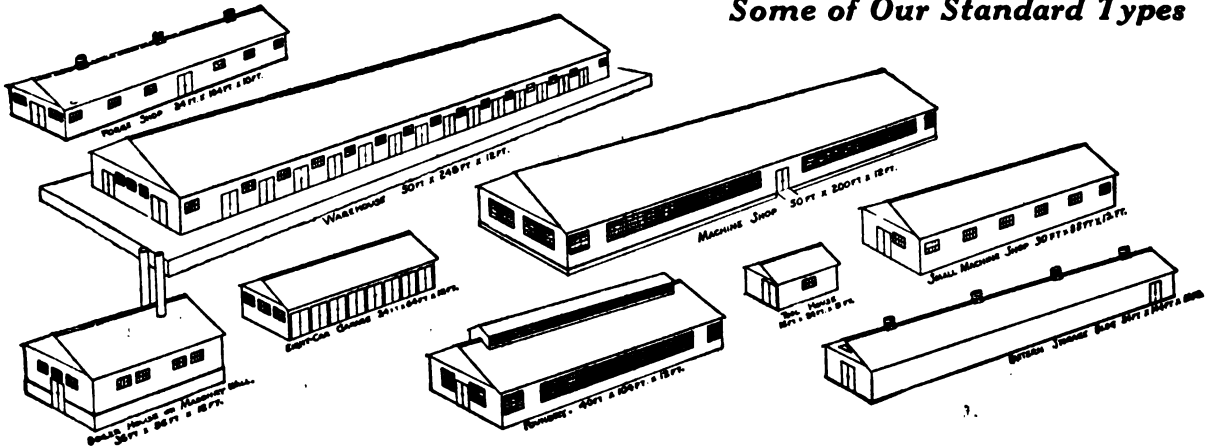
## **Goes to Far East**

J. M. Geary, formerly export sales representative of the Firestone Tire Company, has left for the Philippine Islands in the interests of the Henderson Tire Export Company, of New York, which is doing a big tire export business in the Pacific field. From the Philippines, Mr. Geary will visit other parts of the Far East.

American contractors have secured the right to install a long-distance telephone connecting Shanghai with Peking.

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## UNITED STATES



HERE has not been sufficient demand for lubricants in the past to consume all that might be made from crude oils of the country, and the knowledge of how to obtain high-grade lubricants from certain kinds of oils has been lacking, declares A. C. Smith, in reporting on the motor gasoline situation, after an investigation for the United States Bureau of Mines. Pertinent features of Mr. Smith's report follow:

The last ten years have seen an enormous increase in the demand for petroleum products. This increased demand has been felt in all phases of the oil-refining industry, especially in the fuel, illuminating and lubricating oil branches. The biggest increase of all, however, has been in the demand for motor gasoline, which has been caused by the tremendously rapid growth in the use of the automobile. The number of cars and trucks in service increased about 1,700 per cent from 1909 to 1918. The production of gasoline to meet this demand increased from 13,000,000 barrels in 1909, to 85,000,000 in 1918, a gain of 560 per cent. During the same period the production of crude oil in the United States increased only 95 per cent.

It will be noted that the demand for gasoline, represented by the number of automobiles and trucks in use, has increased a great deal more than the production of gasoline, and 17 times as much as the increase in the production of crude oil supplies. This increase in demand has been partly offset by the fact that the use of gasoline as a solvent and for cleaning has increased only a little in 10 years, so that most of the increase in production has gone to meet the motor car demand.

It will also be noted that proportionately far more gasoline was obtained from the domestic crude produced in the year 1918 than in 1909. This increase has been made by a number of methods, among them the production of gasoline from imported crude oil and from natural gas and by cracking fuel oils. But the principal one has been the taking of a large proportion of the crude as gasoline. This gasoline has consequently a lower volatility and this fact is the cause of the complaints heard in recent years as to the quality of gasoline. The country has been faced with the problem of sacrificing quality or quantity; of using less volatile gasoline or having a shortage of supply.

It is claimed that the number of automobiles in the United States at the end of 1919 was 7,500,000, an increase of almost 1,500,000 throughout the year. It has been predicted that the number of automobiles in use at the end of 1920 will be between nine and 10 million. The demand for gasoline, therefore, is certain to increase. On the other hand, it is possible that the future increase in the production of crude oil from our own wells will be relatively small as compared with recent years and that, through the importations of Mexican crude may be considerably increased, the gasoline content of this crude will continue low at present, and it becomes a matter of some concern as to whether the production of gasoline can be increased in proportion to the increase of automobiles expected for this and succeeding years.

It seems unlikely that the quantity of gasoline produced can be increased by using more of the crude and making the product less volatile as has been done in the past. This is because the next fraction obtained from crude oil—kerosene—is in great demand and the price has doubled since the armistice. The point has been reached where an economic balance is approach-

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ing between gasoline and kerosene; thus, if any appreciable quantity of the lighter fractions of kerosene is included with the gasoline it will cause a shortage of kerosene with a consequent increase in price.

The other important means of obtaining more gasoline are to extract from natural gas and to "crack" fuel oils. The extraction of gasoline from natural gas is approaching its maximum. It has been a comparatively new industry developed during the last 10 years, but the gases that can yield gasoline have largely been exploited and it cannot be expected that there will be the same rate of increase in the production of this "casinghead" gasoline as in the past.

The process of cracking fuel oil into gasoline is not subject to the same limitation in the supply of base material, for fuel oil constitutes a large part of the crude oil refined. However, the changing of fuel oil into gasoline by cracking processes involves a considerable expense and waste of material. Therefore, unless the margin in price between the two is considerable, cracking is not profitable.

Moreover, the demand for fuel oil has been increasing rapidly during the past year and the price has more than doubled. Our merchant marine, navy and many other large users of fuel oil have come into the market for large quantities and are planning to develop demands that will make the competition more keen. Therefore, it may prove to be unprofitable to crack more of our fuel oil into gasoline, unless the price of gasoline is also increased.

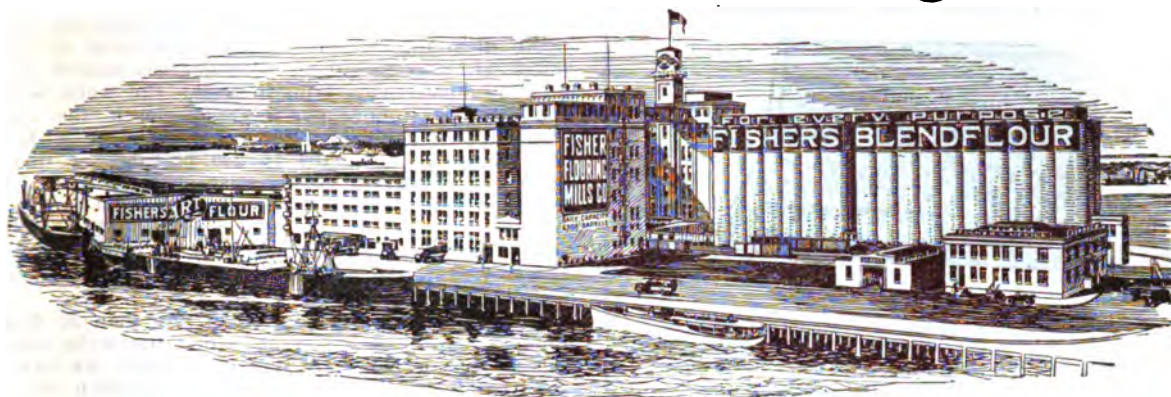
It is probable, then, that the quality of gasoline will not change much in the near future. If the engine and carburetor of today can use the present quality of gasoline in a satisfactory manner, then they can continue to do so for some little time to come. Furthermore, it is probable that the idea of providing for the increase in the number of automobiles by using kerosene as fuel cannot be realized to any very great extent. Considerable amounts of kerosene, the total production of which in this country is only half as much as the production of gasoline, can be diverted to the automotive industry only if automobile users are prepared to pay a price greater than can be afforded in the regular uses of kerosene.

The use of fuel oil in the internal combustion engine may be the solution of the problem. Fuel oil constitutes over 50 per cent of the products obtained from the crude oils refined in the United States. Some of the fuel oil is a comparatively light and volatile distillate, but much of it is a heavy viscous tar. It is used today for raising steam under boilers, for making or enriching gas, for cracking into gasoline, for metallurgical purposes and for internal combustion engines of the Diesel type. This last use, considered in a large way, is by far the most efficient. And it is in this use of fuel oil that there is most possibility for the automotive trade. If engineers are able to design an automobile or truck engine that will use fuel oil in a satisfactory manner they will relieve the danger of the impending shortage and make possible the desirable extension of the use of the automobile and truck. An automotive engine using fuel oil can compete against any other large user of fuel oil because this will be the most efficient use to which the oil can be put. Consequently the supply of motor fuel would be limited only by the total supply of oil.

Regulations regarding the issuance of oil and gas permits and leases under the recently enacted oil land leasing bill have been issued by the United States Interior Department. The regulations provide for the development of oil land projects included in the public domain, and for the payment to the Government of royalties on all oil procured on public lands.

Probably most important in the new regulations are the provisions for the payment of royalties on the oil produced. It is by the insistence on the part of the Government, as now planned, to compel the payment of

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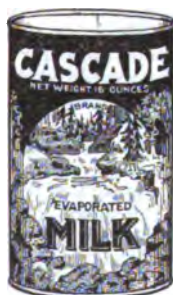
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royalties in oil instead of cash, that it is hoped to obtain a large part of the fuel oil needed for the operation of the merchant marine, the country's war vessels and for other important uses. The difficulties which but recently have arisen in the purchase of government fuel oil by bid have convinced officials of the necessity of obtaining the fuel from the government lands.

Royalties which will be paid under lease of government oil lands, as fixed by the Department of the Interior, are that for all oil of 30 degrees Baume gravity or over, upon each claim to which the wells average 200 barrels or more per day per month, the royalty shall be 33 1/4 per cent. Upon each claim on which the wells average from 100 to 200 barrels per day per month, a royalty of 25 per cent shall be paid. Each claim on which the wells average from 50 to 100 barrels per day per month, the royalty shall be 20 per cent; wells averaging from 20 to 50 barrels per day, 16 1/2 per cent, and wells averaging less than 20 barrels per day, 12 1/2 per cent.

For all claims producing oil of less than 30 degrees Baume, upon each claim on which the wells average 200 barrels or more per day per month, the royalties shall be 25 per cent; on each claim on which the wells average 100 to 200 barrels per day per month, 20 per cent; upon each claim on which the wells average from 50 to 100 barrels per day, 16 1/2 per cent; upon each claim on which the wells average from 20 to 50 barrels per day, 14 2/7 per cent, and upon each claim on which the wells average less than 20 barrels per day, 12 1/2 per cent.

Officials of the Department of the Interior declared that while the royalties as finally determined, may not exactly be these figures, it was said, that the royalty payments will be along these lines. On new oil lands, to be discovered under the regulations, the royalties yet have to be determined. The Secretary of the Interior in passing upon each lease of land probably will determine the amount of royalty in each case. In every case, the prospector who has discovered the oil will have the option either of accepting or rejecting the amount of royalty fixed on each lease by competitive bidding.

### CAUSE OF RISING SILK PRICES

Spectacular rise in the raw silk prices in the United States were attributed to the tidal wave of spending which swept this country after the armistice, when it became evident that there would be no collapse of the war-born prosperity in which nearly everyone had participated, from millionaire to the lowliest worker, declared Charles F. Smillie, president of Charles F. Smillie & Co., of New York, at the annual meeting of the Silk Association of America.

As a result of this situation, said Mr. Smillie, there was a demand without limit for silk creations of all sorts, for every conceivable wear—outer, intermediate and under. Iron workers took to wearing silk shirts, and the girl in the shop and mill would not content herself with anything less than silk underwear and hosiery.

"In this situation alone lies the cause of the spectacular advance in the price of raw silk," explained Mr. Smillie. "Producing costs may have doubled, but this can account for but a small portion of the \$17 price scored by the end of the year. There was no shortage in the production, and the year commenced with a visible supply of over ten million pounds, 30 per cent more than at the beginning of 1918.

"Coordinate with the unparalleled demand was expansion without precedent in every branch of the industry, accomplished in the face of country-wide labor unrest and pyramiding producing costs. New financing, new building projects and vast machine installations were undertaken to keep pace with the insistence of the customer. Throwsters, broad silk and ribbons manufacturers and knitters taxed the limit of their

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producing capacities, and in many cases the end of the year found their outputs contracted for months ahead."

Mr. Smillie declared that the history of the silk year of 1919 is well told by the price fluctuations in No. 1 Kansai in Yokohama, which he described as the dominant market, with New York the dominant factor in that market. The course of the market was divided into four periods of alternate dull weakening and active advance, with the price varying from around 1,550 yen per picul for raw silk in Yokohama, January 1, 1919, to around 3,400 yen late last December.

Other price movements in the Shanghai, Canton and Italian markets were described by Mr. Smillie, who summed up the situation as follows:

"One of the features of the market as a whole was the gradual accumulation of stocks of raws here in New York, especially Japans, which, during the last quarter of the year assumed very considerable proportions.

"As warehouses and importers always had treated the stocks held by the with profound secrecy, it seemed impossible to obtain any reliable estimate, and rumor ran all the way from 50,000 to 100,000 bales.

"Not only the size of this stock, but the secrecy surrounding it, it lent so great an element of uncertainty and potential instability to the market—which had attained a dizzy height—that it seriously affected the attitude of the banks, not only in the granting of credits, but especially in the discounting of trade acceptances covering silk sales.

"Insurance companies, too, began to scrutinize risks and curtail their silk insurances. It, therefore, became manifest that a declaration of these stocks was in the interest of all concerned.

"By the end of the year practically every one had agreed to a publication of stocks by the Silk Association, though through characteristic silk trade argumentativeness and love of debate the first report was delayed until February 13, 1920. The stocks as of February 1, totaling 93,046 bales of all sorts.

"It is probable that this figure was essentially the same at the close of the year 1919. It remains a mystery as to why the committee in charge of the detail of the publication of stocks should have decided to lump together Cantons and Shanghais, including Tus-sah, under the heading 'All others.' It would be quite as logical to combine Italians and Japans; but the report is a long step forward in the right direction, and we look for an early elimination of this minor idiosyncrasy.



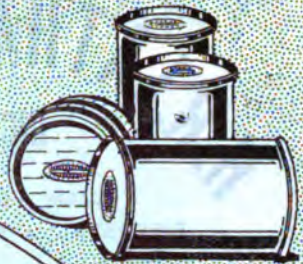
"Apart from dry statistics and a recitation of market movements and price fluctuations, there are several matters worthy of special record in any history of the raw silk year 1919."

## DEVELOP COPRA INDUSTRY

Crushing copra—dried kernels of cocoanuts—became an American industry during the war, when European countries were unable to get the raw material. Now an important agricultural problem, according to Dr. Carl L. Alsberg, chief of the Bureau of Chemistry, United States Department of Agriculture, is the maintenance of the industry in this country because it has added valuable growth-producing substances to American stock feeds. Maintenance of the industry depends largely upon whether American farmers and stock raisers will recognize the value of the feed.

Investigations have shown that a little of the press cake added to stock feed greatly increases its feeding value. The copra press cake is especially valuable as an addition to dairy feed and its worth in that regard has long been recognized in Europe.

Copra is produced chiefly in the Philippines, East Indies and the South Pacific Islands. The nuts are opened and the kernels are broken into small pieces

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by the natives and then dried. The dried copra is shipped to the countries which buy it for its oil and feed value.

During the war the dried copra piled up in the islands where it is produced, since there was no adequate market for it. Some enterprising Americans, in order to get the oil, purchased dried copra in large quantities at a low price, brought it to the United States, and pressed it in cottonseed presses. Copra oil is especially valuable in making margarines, because at the temperature of the Temperate Zone it is usually a solid, although in tropical countries it is a liquid. The oil brings more revenue to the industry than the press cake, which is really a by-product. From the point of view of agriculture, however, the press cake by-product is of the highest importance.

Recent investigations have shown that feed in order to promote growth in animals must contain substances the nature of which is not fully understood. These substances have been designated as fat soluble and water soluble vitamins. Many feeds which supply heat or tissue building material do not contain these essential substances, and when given alone they will not promote growth. In fact, if either of these types of substances is entirely absent from the diet of a young animal, it will die. The copra press cake contains a little of the fat soluble substance and considerably more of the water soluble substance, and for this reason is a valuable addition to a diet made up of bulky foods which have little or none of these growth-promoting substances.

Copra press cake is a valuable feed, not only on account of the vitamins, but also because of the high quality of its protein. The protein of the copra press cake contains a relative high percentage of an amino acid which is essential to normal growth but which is present in only small quantities in corn, oats, and most of the other cereal grains. For this reason, as well as on account of the vitamins, copra press cake is an excellent feed to supplement the grains. A small quantity of it added to the grain feeds provides an abundance of the essential substances which the grains lack. A feed made of grains and a small proportion of copra press cake is more nutritious than a feed made exclusively of grain.

Copra press cake, of course, is not the only source from which the vital growth-promoting vitamins may be obtained. The water soluble vitamins are found in seeds and in the press cake of the peanut, cotton seed, soy bean, and other vegetable materials. The fat soluble substance is found in hay, alfalfa, and green vegetables. As the value of these substances as food accessories become more generally known it will be necessary to use every available source if they are to be obtained at reasonable prices.

### GOLD PRODUCERS AT DISADVANTAGE

Conditions operating to place the American gold mining industry at a disadvantage compared with that in foreign countries are discussed by the United States Bureau of Mines. It is pointed out that last year and now there have been and are economic forces at work which are affording long-needed compensation for the gold miner in various parts of the world, but that this economic readjustment had not accomplished the same results in the United States.

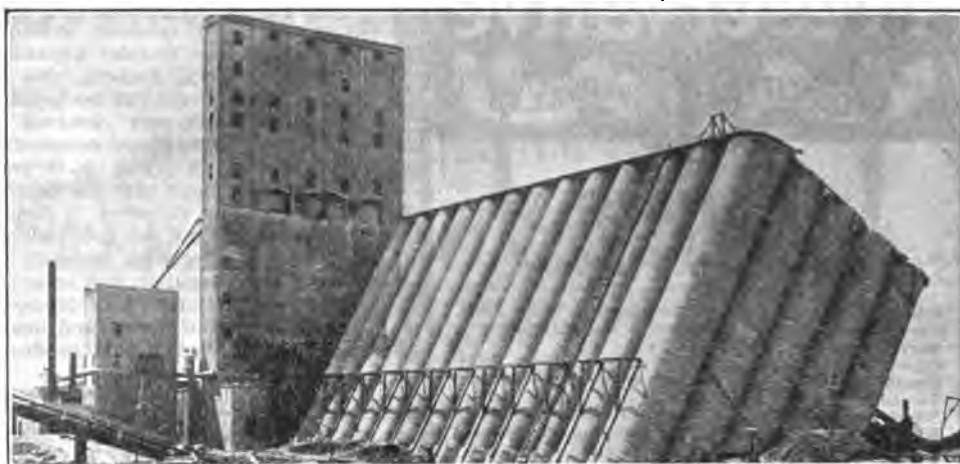
"The economic forces referred to," says the report, "are those which now permit the Canadian, Australian and South African gold mining companies to receive in a free market a premium on their gold production, the amount of premium depending upon the foreign exchange value of the currency in use in the gold producing country. Thus the recently depreciated Canadian currency has brought Canada's gold mines in the premium receiving class, as Canadian gold can be sold in the United States and the United States cur-

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rency received in payment exchanged for more Canadian money than was formerly procured in final settlement. The effect of the premium has already become apparent in the stimulus given to Canadian gold mining activities.

"Although the premium is intangible, in that no more value is really received anywhere for a unit of gold, it provides one distinct advantage to the premium receiving country, namely, that labor and material of home manufacture can be bought and paid for with the depreciated currency received for the gold, with the probability that those commodities will have suffered little change in price. It is particularly when foreign supplies are used that the decreased purchasing power of depreciated currency is forcibly apparent. Thus it would seem that the gold mines producing in a country with depreciated currency have been temporarily placed in a peculiar and somewhat advantageous position. Furthermore, this production in countries other than the United States and hence decrease the proportion of the world's gold produced in this country."

#### SOYA BEAN FOR COFFEE

For those who desire a substitute for coffee as a drink, the dry beans of any variety of soya bean, when properly roasted and prepared, may be used, according to the United States Bureau of Agriculture. Prepared as coffee, the soya bean gives a liquid which in color and aroma is similar to coffee, but it has no stimulating effect. Many people fond of cereal drinks think the soya bean coffee fully equal to the cereal coffee substitutes.

The use of the seeds of various legumes and cereals as coffee substitutes is not new. Legumes which have been used or exploited as coffee beans include the soya bean, cow pea, chicken pea, horse bean, and jack beans. Other legumes used to some extent as coffee substitutes, all of which are native species and commonly known as coffee plants, are coffee berry or coffee weed, coffee bean plant or berry, and the Kentucky coffee tree. The seeds of a few of these legumes, especially the soya bean, possess some merit as coffee substitutes; but the desirability of any is a matter of individual taste. This use has led to the extensive advertising of such seeds at various times under misleading names by enterprising individuals, and even to their large use as adulterants of the true coffee.

The soya bean, almost since its introduction into America, has been exploited at different times as "coffee berry," "coffee bean," "new coffee plant," "domestic coffee berry," and "new domestic coffee berry." For many years the soya bean has been used to a slight extent in Europe, especially Switzerland, as a substitute for coffee. In Japan and southern Russia the soya bean is prepared as a coffee substitute and placed on the market. This product is ground very fine and has much the same appearance as coffee.

#### TRADE BALANCE INCREASES

Although imports in March reached a new high monthly record of \$484,000,000, the trade balance in favor of the United States increased \$336,000,000. Balances against the record imports were exports of \$820,000,000 or the second largest in the history of the country. This total brought the exports for the nine months ending with March to \$6,051,000,000 and left a trade balance for the nine months of \$3,332,000,000.

While its trade balance increased in March, the country's gold and silver supply decreased, exports of gold totaling \$47,000,000, against imports of \$17,000,000 and exports of silver amounting to \$14,000,000, as against imports of \$9,000,000.

Imports for the month were valued at \$484,000,000 and exceed by \$10,000,000 the high record of last January, showing an increase of \$18,000,000 over that in February. Exports were valued at \$820,000,000, an in-

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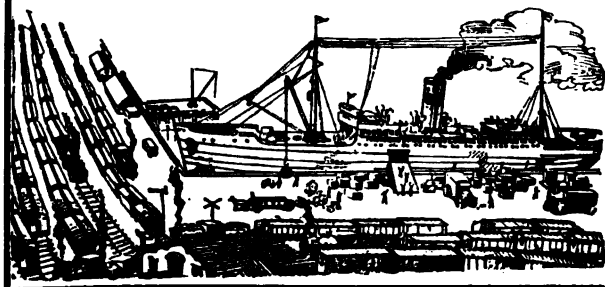
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crease of \$172,000,000 over February and second only to the high record of \$928,000,000 in June, 1919.

Exports for the nine months period ending with March totaled \$6,051,000,000, or more than a billion dollars in excess of the \$4,985,000,000 in the corresponding period of 1919. Imports for the nine months were \$3,719,000,000 or approximately \$1,500,000,000 more than the corresponding period of the previous year.

Imports of gold for the nine months were valued at \$60,000,000, against \$28,000,000 for the same period the year before, and exports were valued at \$409,000,000, compared with the low mark of \$30,000,000 for the corresponding period the previous year.

Imports of silver for the nine months were \$78,000,000, while exports were \$151,000,000.

## SILK IMPORTS GAIN

Increased use of silk in the United States is brought out by statistics gathered by the Silk Association of America. Raw silks imported into this country in February showed an increase over all preceding months, including a gain of 13,915 bales over February, 1919.

In the eight months' period ending February 28, 229,835 bales of silk were shipped into this country, an increase of 77,293 bales over the same period of 1919. In the same period of 1919 the shipments amounted to 152,835 bales; in 1918, 173,063; in 1917, 157,629, and in 1916, 173,232 bales.

Total raw silk receipts in the United States for February, 1920, and February, 1919, follow:

	1920	1919
European bales .....	701	.....
Japan bales .....	18,345	12,059
Canton bales .....	2,963	150
China bales .....	4,392	952
<b>Total .....</b>	<b>27,076</b>	<b>13,161</b>

From the European markets 10,354 bales of raw silk, 3,127 bales of waste silk and 4,704 bales of spun silk were received at the New York port for the seven months ending January 31. Reported stocks of raw and waste silk in Milan and London January 31 follow:

	1920	1919
Raw	Bales	Bales
Italian .....	3,220	7,134
China .....	1,147	1,795
Canton .....	544	486
Japan .....	420	1,535
Tussah .....	54	265
Others .....	290	173
<b>Total raw .....</b>	<b>5,675</b>	<b>11,388</b>

	1920	1919
	Bales	Bales
Cocoons .....	17,077	22,042
Cocoons, double .....	969	1,829
Waste ....	2829	6,040

For the Canton market, two reports are prepared. One, which follows, is for the eight and a half months ending January 10, and figures for 1919:

	1920	1919
Shipments	Bales	Bales
To America .....	28,435	9,420
To Europe .....	20,520	14,685
<b>Total .....</b>	<b>48,955</b>	<b>24,105</b>

This shows that there was an increase of 202 per cent in shipments to America, and an increase of 40 per cent for deliveries to Europe. The other report for

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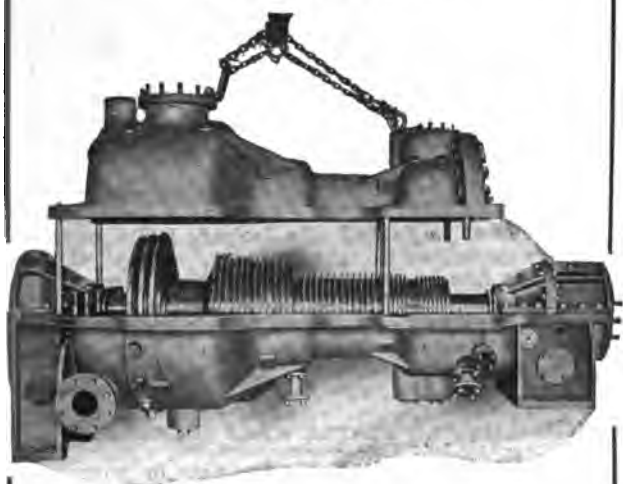
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Canton, which is for the eight and a half months' period ending January 10, follows:

	1920	1919
Waste silk	Bales	Bales
To America .....	16,365	26,137
To Europe .....	9,492	5,779
Total .....	25,857	31,916
Cocoons	1920	1919
To America .....	770	6,614
To Europe .....	3,990	416
Total .....	4,760	7,030

### GOLD HOLDINGS DECREASE

The gold stock of the United States on March 1, 1920, was \$2,720,767,606, a decrease of \$42,137,875 from February 1, and of \$66,946,700 since the first of this year. It was the eighth consecutive month to show a decrease in gold holdings. The decrease of \$66,946,700 in gold since the first of the year was due to the heavy shipments of the yellow metal which have been made to South American countries. The decrease in gold holdings is expected to be offset in the near future through the receipt of gold which England and France are expected to ship to the country in connection with the maturity in October of the \$500,000,000 Anglo-French loan.

Gold holdings of the United States are now the lowest that they have been since November, 1916, when they stood at \$2,700,136,976. The trend of gold holdings since the armistice is shown as follows:

	1920
March .....	\$2,720,767,606
February .....	2,762,905,481
January .....	2,787,714,306
	1919
December .....	2,833,221,135
November .....	2,872,625,066
October .....	2,905,726,555
September .....	2,944,727,731
August .....	2,989,548,109
July .....	3,095,077,467
	1918
June .....	3,092,037,699
May .....	3,092,430,916
April .....	3,092,415,909
March .....	3,084,213,002
February .....	3,085,459,209
January .....	3,080,510,011
	1917
December .....	3,080,043,323
November .....	3,079,784,766
October .....	3,079,094,009

The record gold holdings of the United States were reached on May 1, 1917, shortly after our entrance into the war, at \$3,121,887,443. On January 1, 1915, our gold holdings amounted to \$1,815,976,319, so that in two years and four months there had taken place an increase of \$1,305,911,124. With the United States joining the war heavy gold exports to this country by foreign nations ceased. The drop in gold holdings from the record touched on May 1, 1917, to March 1, 1920, is \$401,119,837.

### BIG UNITED STATES WAGE INCREASES

Increases of from 25 to 125 per cent in wages paid by 11 of the 13 leading manufacturing industries of the United States in January as compared with a year ago were shown in reports issued by the Bureau of Labor Statistics. The woolen industry showed the highest advance. The volume of employment increased from four to 50 per cent in 10 of the 13 industries.

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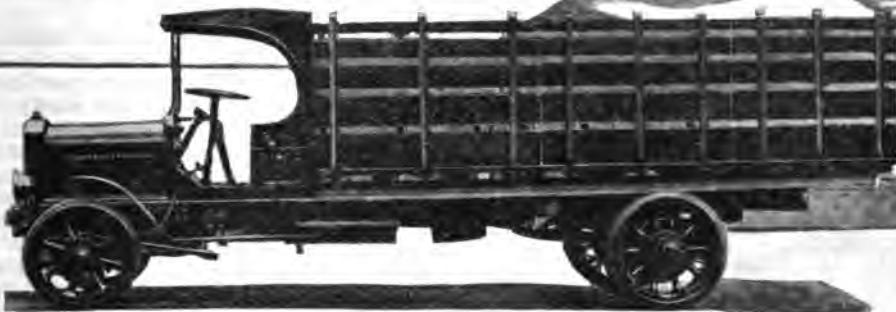
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## To Develop Port of Berkeley

Plans have been completed for the construction of big port terminals at Berkeley, California, which are to be similar in construction to the Bush terminal of New York City. The entire Berkeley water front composed principally of tide lands, recently passed out of control of the city in the shape of a lease to Rufus T. Jennings, Oakland capitalist, for a period of 50 years. The provisions of the lease call for activities of an extensive nature within a certain time, the lessee having 18 months in which to begin work on the project.

"There has been great activity at Pacific Coast seaport cities during the last few years in arousing public opinion to the necessity of increasing the shipping facilities in order to prepare for the manufacturing, industrial and commercial growth that is inevitable, provided the opportunity is presented," says the report of Benjamin F. Cresson, Jr., and Charles W. Staniford, of New York, the consulting engineers. "The time has arrived when active steps must be taken toward the construction of wharfage and warehouse facilities adequate for the use of our ever increasing merchant marine.

"Here on the Pacific, the increase in population to coast cities, the near future influence of the Panama Canal, the many absolutely necessary new routes of trade to the Orient, together with the surety of more manufacturing being carried on in the future of the coast, all demand the location of a real terminal in San Francisco Bay.

"The plans submitted to the Berkeley council for the Pacific port terminal are based upon the principle of producing, as soon as possible, a productive unit for commerce and industry, which may be enlarged systematically as business warrants, every addition being so arranged as to ultimately produce the accepted plan in its entirety.

"The plans for immediate consideration call for an entrance approach channel from deep water, the creation of a ship terminal at the outer end nearest deep water, designed so that the best result may be derived through a modern, well equipped method of handling freight.

"The building of an interior approach channel to the private land inshore of the state grant, and while this channel is not only necessary for obtaining this access, the material from its excavation is also necessary to create in an economical manner the railroad and tramway approach to the terminal outshore.

"To excavate sufficient material in what will ultimately be the big wharfage basin, to fill in private land, and excavate sufficient basin room in these private lands, thereby creating admirable sites for factories and other large industries needing direct water and rail connection, are included in the plans.

"The whole project is of a semi-public nature, inasmuch as the lessee, the city of Berkeley, will receive throughout the term of the lease, one-half of all the profits accruing from the collection of wharfage charges on the leased land."

## To Safeguard Key Industries

The Association of British Chamber of Commerce and individual chambers throughout England, after considering the draft of the Imports and Exports Regulation (Anti-Dumping) Bill recently adopted the following resolutions and forwarded them to Sir Auckland Geddes, president of the Board of Trade:

(1) General.—The Council is of opinion that the draft bill should be divided up into more than one measure and that the first and most important section is that dealing with the safeguarding of key industries (i. e., dealing exclusively with imports, and leaving out all such matters as foreign credits, insurance, exports



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and subjects of that kind which have no relation whatever to the main object of the bill), and that this section should form the basis of the first bill to be introduced in the House of Commons.

(2) Protection of Key Industries.—The Council is of opinion that the only methods by which key industries can be fairly and equitably safeguarded are either by means of subsidies or by customs duties administered by a trade regulating board.

(3) Dumping.—The Council is of opinion that the governing principle should be that manufactured goods must not be offered for sale in this country at less than the selling value in the foreign country with freight and insurance added thereto. It should be clearly stated that the price at the point of consumption in any part of this country should not be less than the wholesale price (for home consumption) at the works of origin, plus freight, insurance, and other charges to the point of consumption.

(4) Exchange.—The Council is of opinion that as the exchange question is a many-sided one no attempt should be made to deal with it by legislation.

In a covering letter the association intimates its belief that the commercial interests involved will be best served by only that portion of the original bill indicated in the resolutions being proceeded with in the first place, and any of the other matters contained in the original bill being proceeded with ultimately by means of another measure entirely independent of the first. In this way it is hoped that it will be possible to carry legislation which would meet with little opposition and would be welcomed by the commercial community.

## 1919 Petroleum Production

Production of petroleum in Mexico during 1919 was 92,402,055 barrels, an increase over the production in the year 1918 of 27,797,433 barrels, according to statistics compiled by the Chamber of Commerce of Tampico.

The largest percentage of increase in production when compared with 1918 was in South Fields district, although Panuco, Topila and Ebano scored increases in the order named. In the estimates of production above recorded the very meager production of the Isthmus of Tehuantepec is not included, as the figures are not available, but production in that part of the Republic is so small that it is not an economic factor, and may be considered in an academic sense only.

Vessel shipments of petroleum during 1919 totaled 80,701,780 barrels, an increase over vessel shipments in 1918 of 23,936,384 barrels. The movement during the past year, by ports, was as follows: From Tampico, 43,537,793 barrels; from Port Lobos, 20,913,563 barrels; from Tuxpam, 16,250,424 barrels. Of this movement, approximately 77,703,289 barrels were exported (inclusive of bunker deliveries to tankers).

The United States, as usual, received the major part of the exports. Crude oil, topped crude (prepared fuel) and crude gasoline composed this movement. To South America, Central America, and Cuba, practically all the shipments were fuel. Great Britain received prepared fuel, gasoline, naphthas, as illuminants, the shipments to this country being practically all from Mexican Eagle Oil Co.'s refineries. Canada took crude oil only for refining in the country, while the shipments to the continent were principally fuel. Egypt received crude for refining purposes.

The domestic consumption of petroleum and its products during 1919, is reckoned at 16,696,407 barrels, a commendable increase over the domestic consumption of 1918, which was roughly estimated at something over 14,000,000 barrels. These figures may be divided as follows: The tank car movement of oils to the do-

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mestic trade from Tampico during the past year totaled 3,732,715 barrels, the major part of which was fuel oil, either heavy crude or the product of skimming plants. This movement was an increase of 785,809 barrels, over a similar movement in the preceding year. The volume of crude passing through refineries and delivered the domestic trade as case goods, local fueling and bunkering, refining losses, field uses and losses, etc., is estimated at 9,965,201 barrels. To the latter figure, and the tank car shipments already enumerated, can be added the approximate pro rata of the oils reported as coastwise shipments destined to be absorbed by the domestic trade, i. e., 2,998,941 barrels. This addition will give the total domestic consumption already set forth 16,696,407 barrels.

## Packard Cars in Export Trade

President Alvan Macauley, of the Packard Motor Car Company, has announced the incorporation of the Packard Motors Export Corporation, which will hereafter control the Packard business throughout the world, with the exception of the United States and Canada. The organization of this new company is in accordance with Packard's plans as an international institution, and follows the world trade program now being carried out by many of America's greatest commercial institutions.

The presidency of the Packard Motors Export Corporation is held by Alvan Macauley, president of the parent company. The active management falls to Col. Fred Cardway, who has been elected vice-president and general manager, with his headquarters at 1861 Broadway, New York.

Col. Cardway, the man who is primarily responsible for the upbuilding of Packard's world trade, has been called by newspaper men "the world's greatest business diplomat and psychologist." Under his direction the name Packard has been made famous the world over.

"The basis of success," says Col. Cardway, "whether here or abroad, must be reciprocity. Merchandising means exchange. It is necessary to realize that every human being, no matter where his home is, is ultimately selfish and is on the lookout for his own interest.

"Consequently, as a manufacturer we must first consider the other man's—the dealer's and the customer's standpoint. Compared with similar products the one we offer must carry with it a very pronounced appeal, not only as an article of individual merit, but from an investment standpoint to dealer and customer alike.

"No manufacturer, who is in business to stay, has a license to sell his product or accept an order if he is not sure that the distributor will derive sufficient returns from the money invested in the manufacturer's product, and the ultimate consumer receive the article in proper condition at a reasonable price.

## German Cotton Industry

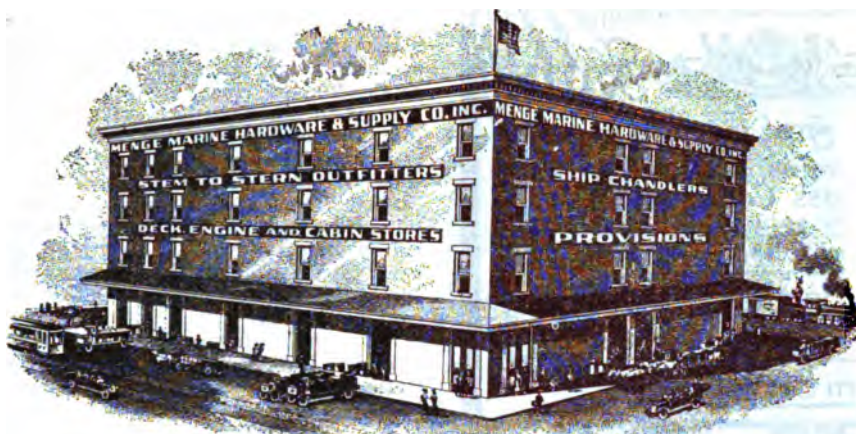
Despite its great war losses the cotton manufacturing industry of Germany still demands the attention of the United States, according to a study of the cotton situation in Germany just issued by A. G. Hagedorn, of the New York Cotton Exchange.

In order to understand the German cotton industry, states Mr. Hagedorn, it must be borne in mind that through the operation of the Treaty of Versailles the highly-developed industry of Alsace-Lorraine has been lost to Germany. Consequently the German industry has lost about one-sixth of its capacity. In spite of this, however, she still has next to England and the United States, the largest number of spindles and looms.

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(exclusively cotton), were 16 spinning establishments, 1,891,450 spindles, 36 spinning and weaving establishments, 45,258 power looms, and 49 weaving establishments.

There remain, therefore, in Germany, 124 cotton spinning and weaving establishments, 169 cotton spinning establishments, 9,332,518 spindles, 600 cotton weaving establishments, and 240,745 power looms.

Prior to the war the annual consumption of raw cotton in Germany was 1,887,870 bales, of which 80 per cent was American cotton. Of this total mills in Alsace used 205,000 bales.

Such a rate of consumption is far from being maintained at the present time, however, as the German cotton industry is today working only 25 to 30 per cent of normal. The general textile industry is in somewhat better condition, being from 30 to 40 per cent of normal.

Since the lifting of the blockade and up to the beginning of February, 1920, "there were imported into Germany, via Bremen, 196,700 bales, against \$1,450,000 bales for the same period in the year 1913."

The visible supply of cotton on hand December 31, 1919, totaled only 61,500 bales, whereas at the end of 1913 the supply was 774,000 bales.

In the process of restoring the normal supply, Germany is doubly handicapped. The low purchasing power of the mark and the low ebb of German credits abroad tend to make very difficult the financing of raw materials. In the second place, German coal supplies are reported to be so low as not only to impede the manufacturing industries but also to demoralize to a large extent transportation activities.

Referring to France, Mr. Hagedorn points out that her potential cotton manufacturing power has been greatly enhanced by the war. She has, including the Alsace factories, 9,291,450 spindles and 158,258 power looms. It is figured that she could use, including Alsace, 1,325,000 bales per year.

### Form Foreign Trade Association

"The World Traders of Los Angeles, California," is the name of a recently formed organization of business and professional men in that city, whose object is to use every influence at their command to facilitate trading with foreign merchants in every way possible.

The association consists of manufacturers, jobbers, importers, exporters, financial and other professional men and companies who in any way are, or wish to engage in foreign trade. Meetings are held every other week at which the entire membership usually is present and matters of every nature bearing on foreign business are taken up. Many prominent citizens of foreign countries attend these meetings and interest in the work of the organization is widespread.

According to a representative of the Gilmore Petroleum Company, Los Angeles, Calif., an active member of the World Traders, the work is not confined solely to building export trade for their members. On the contrary, it is realized that to carry on a successful export business it is necessary to import foreign merchandise into their own country, and any method by which this objective can be accomplished is given the fullest support of the organization.

### Caffrey With Sturtevant Company

Mr. George A. Caffrey, well known in engineering and construction circles in the United States, has been appointed export sales representative of the B. F. Sturtevant Company in New York City. Mr. Caffrey graduated from Stevens Institute of Technology in 1906. He was superintendent for three years of the Connecticut Company's South Norwalk branch, operating gas, electric light and street railway properties. He later

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### DRAG SAWS FOR EXPORT

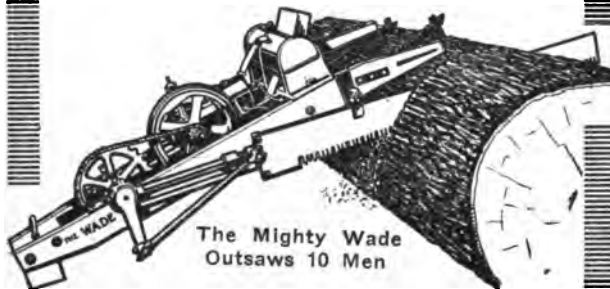
The Wade Portable Gasoline Drag Saw is a wonderful invention. Outsaws 10 men. Will cut timber and logs from 6 inches to 7 feet in diameter.

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Japan, Canada, Alaska, Hawaii, New Zealand, South Africa, United States, and other countries have proven the value of the

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Outsaws 10 Men

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is the best for Railway Car Material, Timber and heavy construction, where strength is required.

Fir Finish is unexcelled for beauty of grain and is becoming the leading soft wood for interiors.

*Your inquiries solicited*

## Newbegin Lumber Co., Inc.

Established 1902

TACOMA, U. S. A.

Cable: "NEWBEGIN"

went to Havana as engineer with the Havana Electric Light & Power Company. Returning from Havana, he accepted a position in Texas as manager of consolidated gas, electric light and water interests. Subsequently he was appointed purchasing engineer for Dodwell & Co., Ltd., and later became associated with Viele, Blackwell, Inc., where he was in charge of the Latin American department.

### British Trade-mark Law Amended

A new Trade-mark Amendment Act has just been put into effect in Great Britain. Under the provisions of this act, any trade-mark which has been actually in use in trading operations for a period of two years, can be registered by the user thereof.

In this way, many marks which could not have been registered under the old law, such as geographical terms, surnames and descriptive words, may now be registered.

Many foreign countries require the filing of a certified copy of home registration as a prerequisite of registration in the foreign country. This regulation has prevented the owners of many valuable but unregistered trade-marks from obtaining protection in foreign countries.

The National Foreign Trade Council points out that similar legislation is greatly needed in the United States. A large number of trade-marks are used by American manufacturers which are incapable of registration under the provisions of the present trade-mark law; usually because they are either geographical, the mere name of a person or persons not used in a particular or distinctive manner, or words or devices which are descriptive of the goods or of the character or quality of such goods. Many of these marks have, through extensive use and advertising, become extremely valuable. Yet, because they cannot be registered in this country, their owners are not able to register them in countries which require the certified copy of the home registration and are, therefore, open to piratical attacks by dishonest foreign traders.

Recently an attempt was made in Portugal to steal over 40 American automobile trade-marks. Similar attempts are of frequent occurrence, and can be prevented only by a revision of the United States Trade-mark statutes.

### Bank Celebrates Anniversary

In the world of business, the youthful outlook with its spirit of courage and enthusiasm, and its love of progress, is vital to ultimate success. A bank which can unite this spirit of youth with the experience acquired through many years of contact with business and banking problems is a fortunate institution.

In this enviable position The Seattle National Bank finds itself on its thirtieth anniversary, celebrated on February 11. The story of the growth and success of The Seattle National Bank parallels the story of some of the biggest and most brilliant men in Seattle's history, both in financial circles and in the development and progress of the city.

The present Seattle National is a merger of three of Seattle's earlier banks: The Boston National, merged in 1903; The Puget Sound National, May, 1910, and The Seattle National, founded in 1890. This merger brought together banks and men with accumulative experience of some 50 years in banking problems of the Pacific Northwest; men who had witnessed and taken a lively part in the development of the West.

Fifteen American-built railway engines have been landed at Finnish ports for account of the Government, and 20 more are required, but have not yet been ordered.

# DEVOE

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in America. Founded in New York 1754

**Paints                      Varnishes                      Stains**  
**Enamels                      Brushes**

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Nails, Box-Strapping  
Lumber—Cedar and Fir (Douglas)  
Dyestuffs and Chemicals  
Automobiles and Trucks and  
Watering-Carts  
Hardware and Tin Plate, Tools,  
Etc.  
Canning Machinery  
Overalls and Mackinaws  
Fire Extinguishers  
Manila Rope

Peanuts, Rice and Tapioca  
Oakum and Gunny-Bags  
Hardwoods and  
Antiques, Etc.  
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Vegetable-Oils  
Mineral Ore  
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**Cable Address: "COASTEEL"**

### Investigate Iron Possibilities

Government engineers assigned by the Mining Department of the Government of Netherlands India have made extensive preliminary surveys of the possibilities of the development of iron mining and iron and steel manufacture in the island of Celebes. As a result of the survey, the Government or private interests will probably undertake the development of the fields in the near future.

The layer of ore, which, with very few exceptions, covers the entire Larona field, has a thickness varying from 45 punctures made at regular intervals all over the field.

The percentage of iron ore is very equal, the average percentage of iron at each puncture fluctuating between the extreme limits of 45.26 and 50.14. The average percentage of the entire ore field may be accepted as 47.90. These percentages do not include the iron of the ubiquitous chromite. Seeing the large number of iron determinations made, it has been impossible to determine the percentage of iron in such parts of the ore as are dissoluble in acids, as the field laboratory is only imperfectly equipped, owing to war circumstances.

According to information received from one of the managers of the Mitsui concern in the beginning of 1917, Japan would be willing to draw about 100,000 tons of iron ore from the Dutch East Indies, if the prices were proportionately the same as paid for the good Chinese Tayeh iron ores.

### New Cunard Liner

The first of the post-war fleet of the Cunard Line to be launched is the "Scythia," which took the water March 23, at the yards of Vickers Limited, Barrow England.

When she makes her maiden trip in due season the first thing to strike the observer will be the fact that this 600-foot, 21,000-ton boat has only one funnel.

To those in the know this will mean that "Scythia" represents the very latest word in her engine rooms as she does in every other detail of her construction, in other words that she is an oilburner.

If the replacement of coal burners by oil burners keeps on, a decade may see the general idea about multiplicity of funnels signifying speed totally revised. It will be the one funnel boat then which will spell modernity.

Not only is the "Scythia" the largest liner to be designed and built for burning oil fuel, but is first vessel of liner type to have double reduction geared turbines. The adoption of this method solves a most important problem for engineers, as it permits the operation of both turbines and propellers at their respective natural and economical speed.

### Expect Diamond Staking Rush

Tlaring, a waterless, and virtually gameless desert near Tlaungs, in Bechuanaland, South Africa, promises to be the scene of the biggest diamond staking rush in South African history. It is understood that Tlaring will be proclaimed open for diamond digging about March 20.

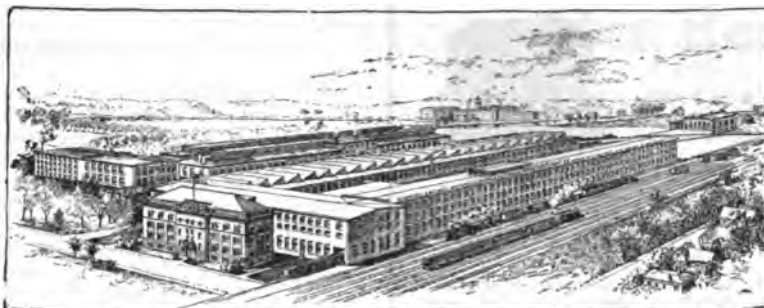
Amazing stories are afloat concerning the wonderful richness of the district, and prospective diggers from the Cape and the Zambesi and Mozambique, and even the Congo, are preparing to try their luck in the new field.

Despite warnings of possible failure, men are abandoning good jobs in various parts of the country in order to be free to stake out claims when the proclamation is issued. Hundreds of women also are arranging to go to the new diggings.

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Steel Pressure Blower

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#### ADVANTAGES:

Waterproof covering; firm, positive mounting. Convertible through replaceable distributor end plate. The most modern and improved distributor gear and finger interchangeable breaker lever, etc.

#### GUARANTEED:

Against defects in material or construction for all normal purposes for one year from date of original sale.

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We are in a position to insure prompt deliveries on 1, 2, 4, 6 and 8-cylinder types.

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Simple combination opens it—cannot be opened by anyone not knowing the combination—cannot be picked—no more lost key troubles—no keys to carry—no keys to lose. Works like a SAFE—SAFE as a SAFE—over 50,000 combinations possible—weight only 5½ ounces and yet has every feature of a safe. Opens as quickly in the dark as in the light—it locks the things you want locked and is indispensable for mail boxes, residences, stores, bicycles, schools, offices, automobiles, boats, boat-houses, barns, coal sheds, cellar doors, and for hundreds of other uses.



### WONDER OF WONDERS

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NO KEYS TO LOSE  
WORKS LIKE A SAFE  
SAFE AS A SAFE

Agents Confidential Wholesale Prices are as follows:

1 dozen cost to agent,	\$7.20 (\$0.60 each)	Weight 7 lbs.
6 " " " "	41.40 (.57½ each)	Weight 30 lbs.
1 gross " " "	79.20 (.55 each)	Weight 60 lbs.

**AMERICAN MINUTE PHOTO CO.**

Department 20. 2214 Ogden Ave., Chicago, U. S. A.

The Government is preparing to cope with the anticipated rush to Tlaring and a township to receive the new community is being laid out.

Tlaungs is situated about 100 miles north of Kimberley.

### Book on Steam Tables

The Wheeler Condenser & Engineering Co., Carteret, N. J., announce the publication of the 1920 edition of their "Steam Tables for Condenser Work." This is the fifth edition.

The book gives the properties of saturated steam from 29.8 inch vacuum to atmospheric pressure in increments of tenths of an inch. The vacuum in inches of mercury is referred to a 30-inch barometer. This method is, of course, superior to the old method of giving absolute pressures in pounds per square inch, since it is customary to read vacuum in inches of mercury.

A complete table is also given of the properties of saturated steam above atmospheric pressure.

### New Liner For Pacific

When the R. M. S. Empress of Canada, now building at the Clyde shipyards of the Fairfield Shipbuilding & Engineering Company, to the order of the Canadian Pacific Ocean Services, Ltd., is put into commission, she will be sent out to Victoria and Vancouver from the United Kingdom via the Mediterranean Sea, Suez Canal and the Orient.

Owing to the congestion in British shipyards some delay has intervened to defer the completion of the Empress of Canada, and it is not expected that she will be ready to come out of the port before the beginning of next year.

### Enlarge Scope of Activity

The Mono Corporation of America, 48 Coal & Iron Exchange, Buffalo, N. Y., announce that they have purchased the entire stock of Mono apparatus and accessories from the F. D. Harger Co., Buffalo, N. Y. This includes all rights for the manufacture and sale of their various types of Mono apparatus for the automatic analysis of CO-2, CO, O-2, H-2, SO-2, N-2, C-1, etc.

It is to be noted that Mr. F. D. Harger, M. E., has not severed his connection, but will serve as general manager of the new corporation.

### Bank Issues Booklet

The foreign department of the Central Trust Company of Illinois has issued an interesting booklet entitled, "Through Bills of Lading," which contains a special world map, illustrating the various shipping routes covered by through bills of lading.

This booklet is of special interest to exporters and those interested in foreign trade inasmuch as it shows the importance of through bills of lading, how issued by the railroad, present regulations, and the method of handling.

### Firm Widens Scope

The Wonham, Bates & Goode Trading Corporation has been established jointly by Wonham, Bates & Goods, Inc., of New York; E. Naumburg & Co., of New York, and M. Samuel & Co., Ltd., of London, for the purpose of enlarging and expanding foreign business, both export and import, carried on for many years by Wonham, Bates & Goode.

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On the behalf of any of our readers we will be glad to purchase wearing apparel, toilet articles, household conveniences or whatever may be desired, at the lowest possible retail price obtainable for the article specified, and to forward the same as promptly as possible by mail, parcel post, express or freight, according to instructions.

In rendering this service it is understood, of course, that we accept no responsibility of any kind whatsoever beyond acting as the purchaser's agent to the best of our ability and judgment. We simply buy to the best advantage, as we would for ourselves, and forward by recognized mediums, with the exercise of every care to prevent mistakes or delays, but not being in any way liable should they occur.

Money orders or drafts must accompany all shopping requests sufficient to cover cost of merchandise and transportation. Should the amount forwarded to us be in excess of the sum required we will return whatever balance there may be remaining. If there is doubt as to the amount that will be required it is advisable, to save time in correspondence, to remit an amount in excess of rather than less than the sum which will be required.

Those who take advantage of this service are urged to be specific in stating their needs, describing the article wanted as fully as possible, giving number, size, quality, color, material and all other details available, including, if desired, the maximum price to be paid.

There is no form to be filled out or any formality to be observed. Simply write a letter as you would to a friend in this country, inclosing the necessary funds.

There will be absolutely no charge made by PACIFIC PORTS for this service or any part of it, no commissions charged or accepted, no return of any kind to us except that very valuable one—the confidence and good will of our readers.

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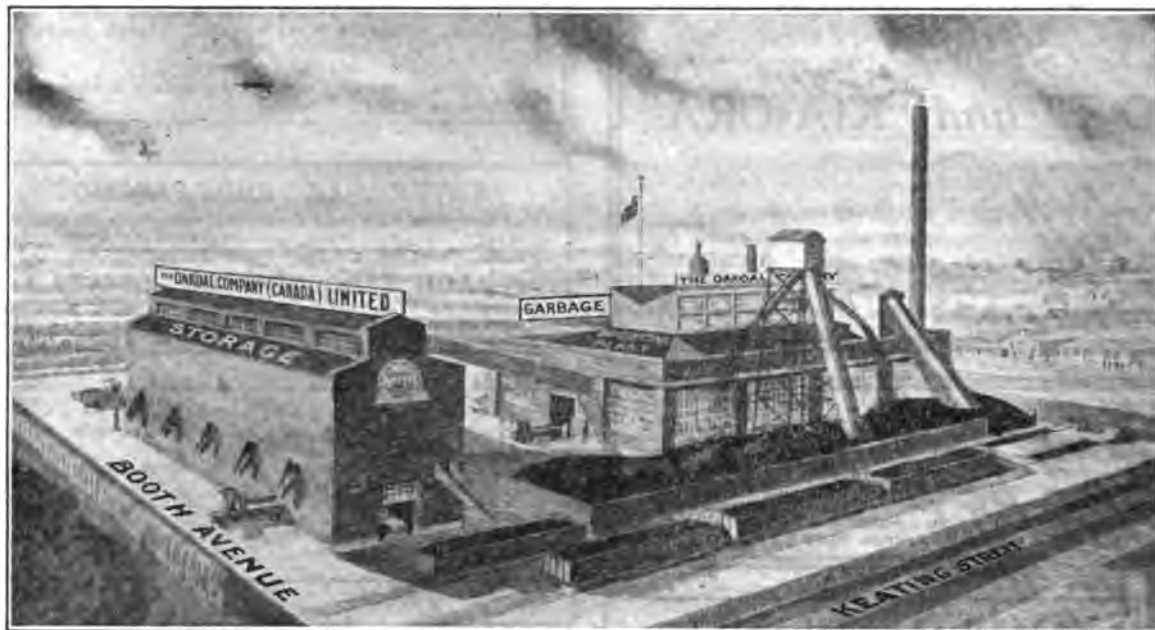
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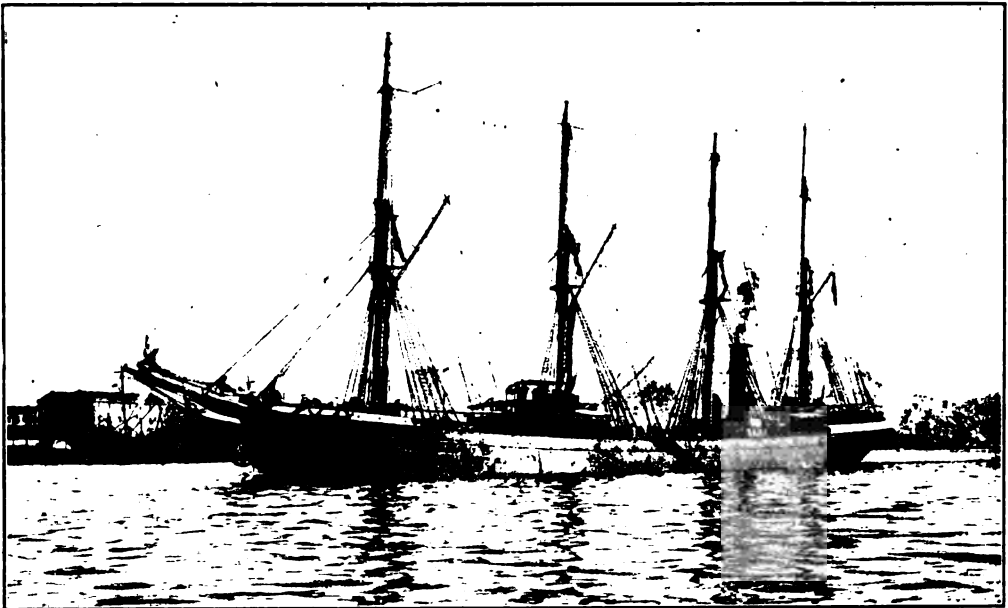
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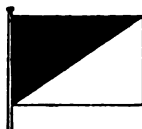
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**References:**

Chartered Bank of India, Australia and China  
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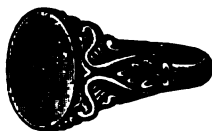


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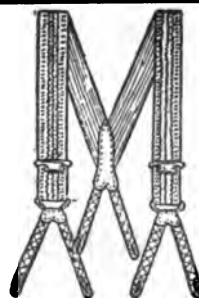
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# Exporters and Importers

Under this heading will be published, classified by localities, the advertisements of exporters and importers interested in the Pacific trade. Firms desiring their notices to run in this department in the Monthly edition of **PACIFIC PORTS** should address our advertising department.

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## NEW YORK

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**A. G. de SHERBININ & CO.** Offices, 60 Broadway, New York City, 2A Klukiang Road, Shanghai, China; Arctic Building, Seattle, Wash.; Board of Trade Building, Vancouver, B. C.; 65 Bishopsgate, London, England. Established 1918. Cable address, Sherb. Use all codes. Import general merchandise. Principal exports: Wire, nails, pulp, steel plates, hard steel bars, mild steel bars, gas tubes, boiler tubes, sheets, tin plates, structural shapes, rails, railway accessories, hoops, bamboo steel, wire rods, boilers, machinery.

**A. KLIPSTEIN & COMPANY,** 644-652, Greenwich St., New York City, U. S. A. Importers and exporters of chemicals, colors, guns, oils, tanning materials, waxes, raw materials, etc. Cable address, Klipstein, Newyork.

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## SEATTLE

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**PACIFIC IRON AND METAL CO.,** 2213-17 First Ave. So., Seattle, U. S. A. Cable address, "Pacimco." Codes, A.B.C. 5th Edition and Western Union. Export, exclusively, balled automobile tires, bicycle tires, solid tires and woolen rugs. Especially desirous of securing connections in Japan.

**ROBINSON-WALKER COMPANY, LTD.,** 705 Arctic Building, Seattle. Telegraphic address: "Robinson." Codes: Bentley's, A B C 5th Edition, Western Union. Imports: Vegetable oils, peanuts, walnuts, albumen, egg products, rice, camphor, beans, vegetable wax and lace. Exports: General merchandise, baled newspapers, motion picture films, fish, milk and canned goods. References: First National Bank of Seattle.

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## SAN FRANCISCO

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**PACIFIC BAG CO.,** (Successor to Speyer Bag Co.), 869 Folsom St., San Francisco, California. Established 1897. Cable address, "Pacbag." Codes used, A. B. C. 5th Edition. Principal imports: Burlap and jute bags. Principal exports: Jute bags, jute and cotton bags. Bank references, Anglo California Trust Co.

**LEWIS HALL CO.,** 681 Market St., San Francisco. Registered cable address, "Lewhalco." Any code. Complete used cotton spinning plants. Cotton gins, liners, oil presses, complete mills. Oil extraction plants—any seeds, any size. Complete manufacturing plants, railway equipment, machinery, large steel storage tanks complete. Inquiries solicited.

**SAN FRANCISCO IRON & METAL CO.,** 2301 Stockton St., San Francisco, Cal. Branch: Oriental Hotel, Kobe, Japan. Established 1907. Telegraphic address, "Harsilber, Kobe." All codes used. Principal exports: Railroad equipment. Bank references: Anglo London Paris National Bank, San Francisco, Calif.

**G. WEISSBAUM PIPE WORKS.** Established 1906. Head office, 131 11th St., San Francisco. Telegraphic address, "Laweiss." All codes used. Bank references. Central National Bank, Oakland, or any National Bank in San Francisco. Complete cargo 3000 tons practically new 35 lb. steel railroad rails with accessories, Nome, Alaska.

**WORLEY-MARTIN COMPANY,** 617 Montgomery St., San Francisco, Cal. Telegraphic address, "Worley." Codes used, Bentley's, A. B. C. 5th Edition. Importers of: Wool, hides, skins, tallow, peanuts, pepper, oils and all Oriental products. Exporters of hardware, steel and steel products, drugs, specialties, and all manufactured products. Representation in Tientsin, Peking, Shanghai, Hankow, Canton and Hongkong. Also representation in Japan. Manufacturers desiring to introduce their lines will find our representatives to be progressive, dependable and responsible.

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**S. L. JONES & COMPANY, INC.,** Importers and exporters. Established 1849. Head office 138-140 California St., San Francisco, California. Universal cable address, "Redbois." All codes. Branch offices: New York, Seattle, Portland; Hongkong, Shanghai, China; Kobe, Japan. Importers of all kinds of crude and raw materials, produce, etc., from all foreign countries. Exporters of all crude and raw materials, produce, manufactured goods, food products, iron, steel, chemicals, etc.

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**O'LOANE, KIELY & CO., Ltd.**, Vancouver, Canada. Associate offices, Seattle, San Francisco and London, England. Cable address, "Britsalmon." All commercial codes. Exporters: Food products, including canned fish, canned fruits and vegetables, canned milk, dried fruits, etc. Cured fish, including mild cured and salt salmon, dry salt, pickled and smoked herring and pilchards, etc., apples. Importers: Including peas, beans, rice, nuts, oils, Oriental produce and food stuffs. Reference: The Dominion Bank, Vancouver, B. C.

**HARRY HALL & CO., LTD.**, 510 Hastings St., West Vancouver, B. C. Canada Cable Address—"Harall" Vancouver, B. C. Codes used: Liebers, A. B. C. 5th, Western Union 5th letter, Bentley's, Private. Principal imports: Peanuts, beans, walnuts, copra, jams, fruits, vegetable oils and general merchandise. Principal exports: Castle brands dried fruits, canned fruits, etc. Hall brands canned salmon, pilchards, herring, clams, etc., and general merchandise. Branch office address: Harry Hall & Co., Inc., 16 California St., San Francisco, Calif. Bank references: Bank of Nova Scotia, Vancouver, B. C.; American National Bank of San Francisco, Calif.

**C. GARDNER JOHNSON & CO.**, Foot of Columbia Ave., Vancouver, Canada. Ship Brokers and General Agents, Johnson Wharf Co., Ltd. Steamship Agencies: Osaka Shosen Kaisha, The East Asiatic Co., Ltd. Insurance Agencies: Queensland Insurance Co., Ltd., Sydney, N. S. W.; Standard Marine Insurance Co., Ltd.; Agricultural Insurance Co.; Lloyds, London. Cable Address: "Gardner," Vancouver. Codes used: Watkin's 1884 Edition, A B C 5th Edition.

**CRICKMAY BROS., LTD.**, 325 Howe St., Vancouver, Canada. Customs Brokers and Forwarding Agents. Special attention given to Oriental merchandise for distribution to all parts of Canada and United States. Reference, Bank of Montreal, B. N. A. Branch, Vancouver, B. C.

**TRIANGLE COMPANY OF CANADA, Ltd.**, Standard Bank Building, Vancouver, Canada. Manufacturers' Agents in Foreign and Domestic Markets. Associate house at Seattle, Washington, covering Northwestern States. Branch at Victoria, B. C. Specialize in all British Columbia products for export. Importing business in all Oriental products suitable for Canadian market solicited. Selling organization thoroughly covering Western Canada. References: R. G. Dun & Co. or Canadian Bank of Commerce.

**ASAHI RICE MILLS**, 821 Powell St., Vancouver, B. C., Canada. Established 1902. Telegraphic address: "Asahimill." Codes used: A B C 5th Edition, Western Union, Bentley's. Principal imports: Rice and produce. Principal exports: Salt and pickled fish.

**LITTLE BROS., LTD.**, Vancouver, B. C., Canada. Established 1903. Telegraphic address: "Libros." Codes used: A B C 5th Edition. Principal imports: Grocery lines, chemicals. Bank reference: Union Bank of Canada, Vancouver, B. C.

**TURNBULL BROTHERS**, Welton Block, 325 Howe St., Vancouver, B. C., Canada. Established 1900. Customs Brokers and Forwarding Agents. Telegraphic address: "Turnbull." Codes used: Western Union. Bank reference: Canadian Bank of Commerce, Vancouver, B. C.

**THE H. G. WHITE CO.**, Pender St. West, Vancouver, B. C. Established 1916. Cable address, "Harlite." Codes used: Bentley's, A. B. C. 5th Edition. Principal imports, chemicals, drugs (crude and manufactured), essential, medicinal and vegetable oils, coffee, spices, shellac, rubber, honey, salt, gunnies, national products of all kinds. Principal exports: foodstuffs. Bank references: Imperial Bank of Canada, Vancouver, B. C.

**LOGAN & FAIRBURN** (Formerly in charge Export Dept. Canadian Pacific Ry. Vancouver Wharf), 850 Hastings St. West, Vancouver, B. C., Canada. Public Weighers, Measurers, Samplers, Customs Brokers and Forwarding Agents. Bonded and Free Storage. Bank references: Bank of Nova Scotia, Vancouver, B. C.

**FLECK BROS., LTD.**, 54 Cordova St., Vancouver, B. C., Canada. Established 1907. Telegraphic address: "Fleckbro." Codes used: A B C 5th Edition, Western Union. Principal imports: Belting (Balata, Leather and Rubber), steam and water packings, engine room supplies, mill and mine supplies. Branch office address: 1210 Wharf St., Victoria, B. C. Bank reference: Bank of Montreal, Main St., Vancouver, B. C.

**CORE & HERBERT**, 211 Winch Building, Vancouver, B. C., Canada. Weighers, Checkers and Forwarders. Principal imports: Rubber, hemp, oil, hides, tea. Head office: 99 Front St., New York. Branch offices: New York Dock Co., Bush Terminal Co., 42nd St. Stores: Brooklyn, N. Y.; Campbell Stores, Hoboken, N. Y.; American Dock Stores, Staten Island, N. Y.; 244 Milk St., Boston, Mass.; Grand Trunk Pacific Dock, Room 207, Seattle, Wash.; 409 Washington St., San Francisco, Cal.

**PACIFIC LIME CO., LTD.**, Head office: Pacific Bldg., Vancouver, B. C., Canada. Branch offices: New York, Seattle, Wash. Agencies: San Francisco, Cal.; Portland, Oregon. Works: Blubber Bay, B. C. Manufacturers of lime, hydrated lime, coopeage stock, lumber. Analysis: Calcium Carbonate, 99.5; Insoluble in acids, 0.3; Iron, trace; Alumina, trace; Magnesium Carbonate, trace. Purest lime in the world.

**E. G. FARNELL**, 567 Hamilton St., Vancouver, B. C., Canada. Established 1904. Telegraphic address: "Farnell Vancouver." All codes used. Principal imports: Agricultural products. Principal exports: Flour, grain, mill by-products, Canadian hard wheat flour. Bank references, Standard Bank, Vancouver.

**CANADA OVERSEAS TRADING CO., LTD.**, Winch Bldg., Vancouver, B. C. Established 1917. Telegraphic address: "Canover." Codes used: A B C 5th Edition, Western Union, Bentley's. Principal imports: Currants, raisins, cotton seed, oil, coconut oil, soya bean oil, etc., dried peas, beans, etc., rosin. Principal exports: Canned salmon, pilchard, canned milk, canned fruits, canned meats, cranberries, lumber, shingles, wheat, etc. Branch office addresses: London, Eng., Montreal, Canada, Paris, Malta, Patras, Alexandria, Constantinople, Sydney, Australia. Bank references: Royal Bank of Canada, Vancouver, B. C., or London, Eng.

**CANADIAN MERCANTILE CO., LTD.**, 470 Granville St., Vancouver, B. C., Canada. Established 1919. Cable address: "Camercol." Codes used: Bentley's, Western Union. Principal imports: Silk, hides, sesamum, peanuts, peanut oil, rape seed oil, tea, tumeric, cotton, cotton oil, hen egg yolk, hen albumen, feathers, beans, soya bean oil, tobacco, Siberian furs, walnuts, etc. Principal Exports: Fish, wood, wood pulp, paper, hides and shoes, furs, etc. Correspondence can be carried on in French, English, Greek and Roumanian. Connections are desired in the whole world and principally in Brazil, Mexico, East Indies and India.

**W. D. BALFOUR COMPANY**, 736 Granville St., Vancouver, B. C. Established 1910. Telegraphic address: "Balco", Vancouver. All codes. Principal imports: Silk hosiery, silk and lisle goods, toilet articles, rubber goods, toys and notions. Principal exports: Lumber, shingles, creosoted piling, raw piling, railway ties treated and untreated, food products. Bank reference: Home Bank of Canada, Vancouver, B. C.

**C. W. MacLEOD**, 601 Dominion Bldg., Vancouver, B. C., Shipping Commission and Forwarding Agent, Customs Broker, Telegraph address "Macvan." Codes used: A B C 5th Edition, Bentley's, Western Union and Modern Economy. Imports: All products and manufactures suitable for the Canadian market. Exports: Canned salmon, pilchards, herring, milk, fruits and vegetables, wood pulp, Kraft and newspapers, cedar and Douglas fir, apples, potatoes, etc. Sole agencies solicited for good selling lines.

**MARITIME FISHERIES, LIMITED**, Established 1917, 802-4 Credit Foncier Bldg., Vancouver, B. C. Codes used, A. B. C. 5th Edition. Principal imports: Tinplate. Principal exports: Canned salmon, salted herring. Bank references: Bank of Montreal, Vancouver, B. C. Would like to get in touch with first class importing firms and buyers in the Orient, South America, Australia, South Africa, India, Ceylon and Mexico, etc.



**EAGLE HARBOR FISHERIES**, 910 Dominion Bldg., Vancouver, Canada. Telegraphic address: "EAGLE-SAMON." Codes used, A. B. C. 5th Edition. Principal Exports: Canned Salmon and Dry Salt Herring. Bank references, Bank of Hamilton, Vancouver, B. C.

**DALE & COMPANY, LTD.**, Marine and Fire Underwriters Pacific Building, Vancouver, B. C., Canada. Cable address: "Tutela."

## ONTARIO, CANADA

**FINDLAY BROS., LTD.**, Carleton Place, Ontario, Canada. Est. 1890. Cable address: "Findlay." Imports: Iron and steel. Exports: Cooking and heating stoves, cast steel ranges, hot air furnaces. Bank references: Bank of Nova Scotia, Carleton Place, Canada.

**THE PARMENTER & BULLOCH CO., LTD.**, Gananoque, Ontario, Canada. Est. 1864. Cable address: "Parloch, Gananoque." Codes used: Bentley's, Western Union. Bank references: Merchants Bank and Bank of Toronto, Gananoque, Canada. Imports: Iron and steel. Exports: Rivets of all kinds, including bifurcated and tubular rivets, small burrs and washers, buckles, overshoes and leather shoes.

**THE SKINNER CO., LTD.**, Gananoque, Ontario, Canada. Est. 1834. Cable address: "Skinner Co." Codes used: A. B. C. 5th edition. Bank references: Merchants Bank, Gananoque, Canada. Imports: Steel. Exports: Wood and steel hames, and saddling hardware.

## MONTREAL, CANADA

**ROSE & LaFLAMME, LTD.**, St. Paul St., Montreal, Canada. Est. 1894. Cable address: "Lafrose." Codes used, A. B. C. 5th Edition, Leiber's, Scattergood's, and Western Union. Branches, Toronto, Ontario, Canada. Bank references, Bank of Montreal, Montreal, Canada. Imports: Grocers' specialties, food products, extracts, essential oils.

**J. W. MILLS & SON**, Custom House Brokers, 43 St. Sacrament St., Montreal, Canada. Bank references: Canadian Bank of Commerce, Montreal. Agents for W. Wingate & Johnston, Ltd. Shippers and forwarders—London, Liverpool, Glasgow, Manchester, Paris, etc.

## TORONTO, CANADA

**IMPERIAL OPTICAL CO.**, Hermant Building, Toronto, Canada. Established 1901. Telegraphic address: "Optical." All codes used. Principal Imports: Opera glasses, field glasses, magnifiers, etc. Principal exports: Fused bifocal blanks and rough toric lenses. Branch office addresses in Canada: Hamilton, Ottawa, London, Winnipeg, Edmonton, Regina, Vancouver. Bank reference, Bank of Toronto.

## SYDNEY, AUSTRALIA

**R. W. STANDISH & CO., LTD.**, 76-78 Liverpool St., Sydney, Australia. Cable address: "Stanco." Codes: "Bentley's." Bank references: National Bank of Australasia, Ltd., Sydney. Exports: Tallow, hides, leather, foodstuffs, hardwood timbers.

## AUCKLAND, NEW ZEALAND

**SPEDDING, LTD.**, Auckland, New Zealand. Est. 1897. Codes used: A. B. C. 4th and 5th editions; A. B. C. 5th edition improved, Scott's 10th edition, Western Union, A-1, Tybo, Kendall's, 12 figure code, Bentley's, Western Union five letter code. Cable address: "Spedagent." Importers of builders' lines, hardware, bulk chemicals, seeds, fertilizers and general grocery lines. Exporters of butter, cheese, wool, tallow, hemp, copra, etc. Bank references: Bank of New Zealand, Auckland, N. Z.

## TOKYO, JAPAN

**TOKIWA CO., LTD.**, Tokyo. Cable address: Tokimatsu, Tokyo. Codes, Western Union, A. B. C. 5th, Bentley's Lieber's, A-1. Importers, Exporters and Commission Merchants, Ship Brokers and Insurance Agents. Principal Imports: Iron, steel bridges, ships, drugs and chemicals, wool and cotton. Principal Exports: Electric and gas apparatus, enameled ware, surgical instruments, oils, silks, munitions.

## OSAKA, JAPAN

**KINOSHITA TRADING COMPANY, LTD.** Head Office address, Osaka. Branches, Kobe and Tokyo. Cable address, "Buhel, Kobe." Codes used, Keegan's three-letter code, A. B. C. 5th Edition, Western Union, Schofield's, Bentley's and Private. Principal Imports: Chemicals, metals, fertilizer and general produce. Principal Exports: Chemicals, fertilizer, straw braid, silk, cotton goods, menthol, camphor and general produce. Bankers, Sumitomo Bank, Yokohama Bank. Connections wanted in all countries.

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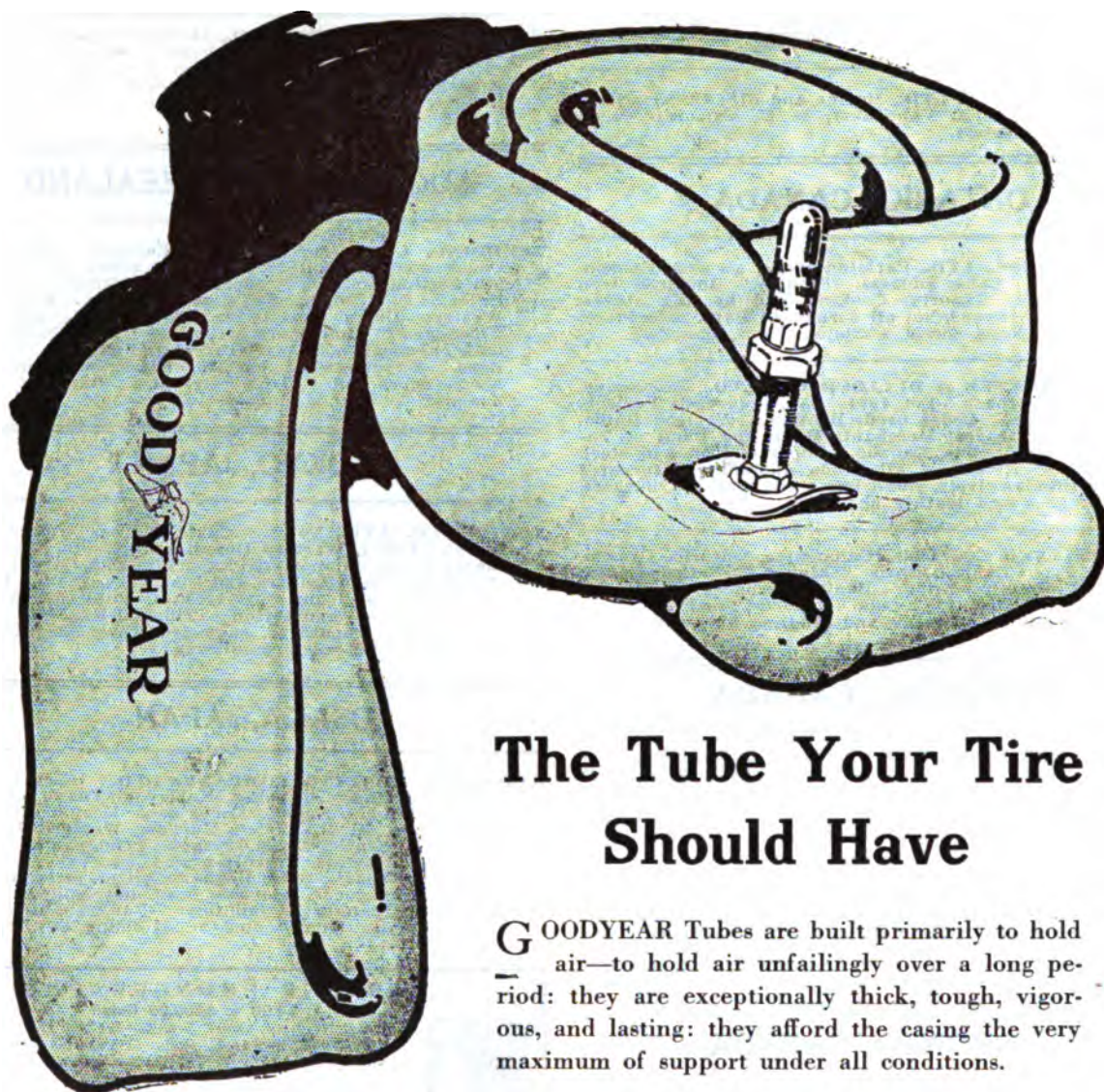


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